THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, APRIL 28, 1905. NO. 36.

American Can Company

Principal Sales Offices:

New York.
Bowling Green Building.

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets.

San Francisco, Cal.
Hayward Building, Corner California and Montgomery Streets.

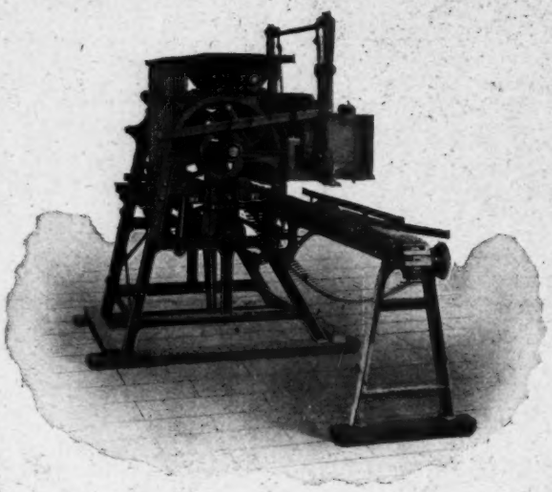
The New 1905 Model Bucklin Pea Filler and Briner.

FREEHOLD, N. J., October 28, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—Yours of October 26th is received. Refering to the Improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two of them to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly, the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams. Altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins Capper. I shall equip my entire plant with them in another year.

Yours truly,
(Signed) JOSEPH BRAKELEY.



WAUSAU, WIS., December 6, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—In reply to your favor of recent date asking for a testimonial on the Bucklin Pea Filler and Briner we purchased of you the past season, will say that the machine gave us entire satisfaction, filling the cans uniformly and measuring the syrup correctly without any waste to speak of. We find its capacity equal to that of the Hawkins Capper, and probably would do more if necessary. On our season of nearly forty days' actual work on peas we were not delayed once by the filler.

Yours truly,
(Signed) WAUSAU CANNING COMPANY.

STITTVILLE, N. Y., Sept. 8, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—The new Bucklin Filler and Briner is a daisy; in fact the writer believes it to be the best Pea Filler and Briner on the market today, and no doubt when the pea canners "Catch On" you will have lots of orders. We did not have a moment's trouble with it. It worked beautifully all through the season, and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) STITTVILLE CANNING CO.
By D. B. Simmons, Manager.

CORAL, MICH, July 5, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—After giving your new Bucklin Filler and Briner a thorough test we feel free to say it is the best we ever saw. Its simple construction most adds to its merits. We have had more or less experience with the Pea Fillers now in use, and can truthfully say the Bucklin is superior.

Yours very respectfully,
(Signed) CORAL CANNING CO.,
Robt. L. Coffmann, Manager.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

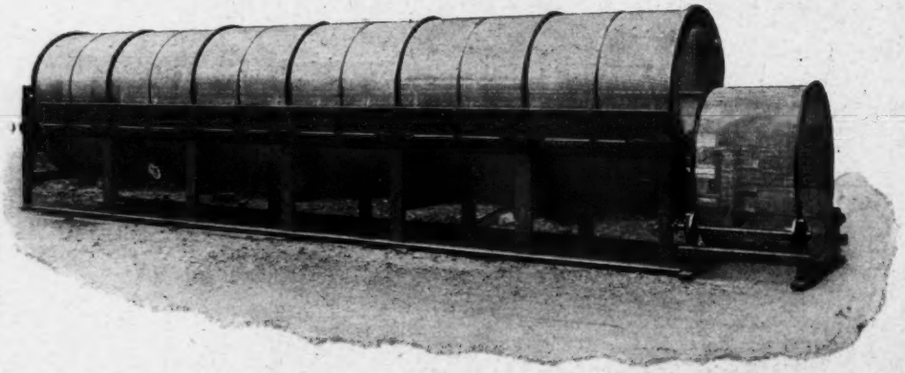
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

SINCLAIR-SCOTT CO.,

Wells and Patapsco Streets,

Baltimore, Md.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

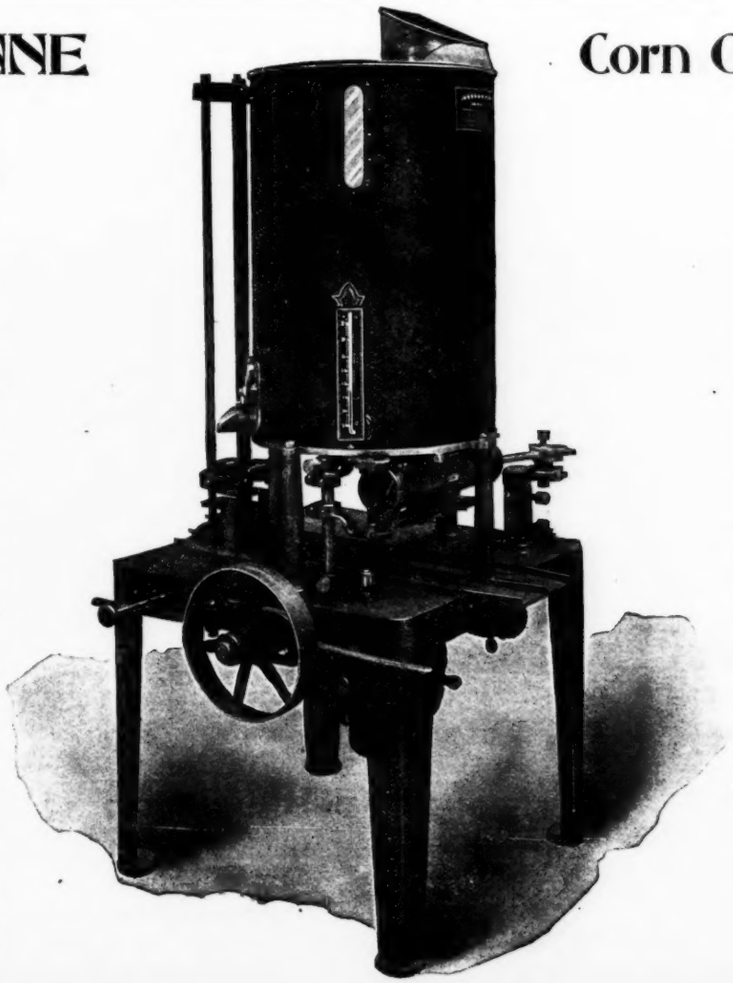
Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

QUEEN ANNE Corn Cooker-Filler



You can't afford to be without the QUEEN ANNE COOKER. In the first place the original cost is cheaper; secondly, its capacity is greater; 45,000 to 50,000 cans a day, and a ten hour day at that. Why is this? There is but one plunger—consider what that means—it fills both ways, going and coming.

Simplicity itself, nothing complicated to cause trouble on a busy day, and then, too, it does not require an experienced operator. The ordinary, unskilled labor on which many factories have to depend, can run it.

ORDER EARLY.

H. COTTINGHAM,
BALTIMORE.

STEWARD'S

Sanitary Can.

Twenty-five million cans will be closed on our machines by one concern this year.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

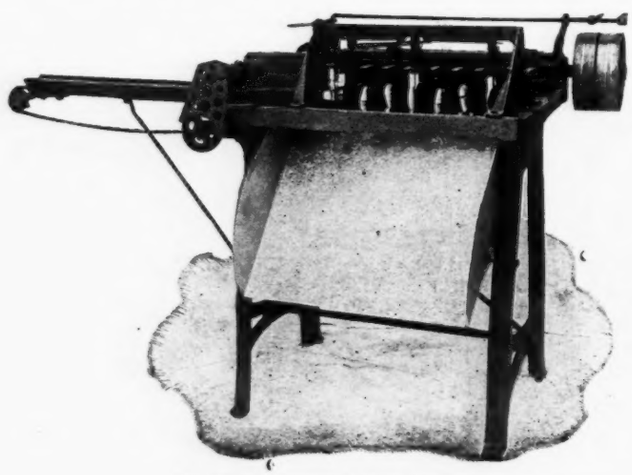
L & J. A. STEWARD,

Rutland, Vermont.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Can Wiping Machine.

TESTIMONIALS:

CIRCLEVILLE, O., March 1, 1905.

This is to certify that we have tried all of the latest improved corn cutting machines and can truly say the Morral Cutter is the best cutter we have ever used.

It has a positive feed, is simple in construction, is very strongly built and easily kept in order. It has the greatest capacity of any cutter we have ever used. Three Morral Cutters are now doing the work of four of another kind we used heretofore, and do the work better. They have more scrapers and will save corn over other cutters.

We now have fifteen of the improved Morral Corn Cutters in our Circleville factory, having discarded all other kinds of cutters and replaced them with the Morral.

We have used the Morral Cutters the past three years and they have given entire satisfaction, and we will cheerfully recommend them to any one wanting to purchase a corn cutter.

Very respectfully,

C. E. SEARS & CO.,
Per H. M. Crites.

SOUTH DAYTON, N. Y., Oct 25, 1904.

Morral Bros., Morral, O.

Gentlemen—We acknowledge receipt of your favor of the 24th and are much pleased to advise you that the three Morral Cutters purchased from you this year gave perfect satisfaction. The feeding device is an especial improvement over other makes which we have used on account of the fact that it will take any sized ear without clogging. We had absolutely no waste of any account this year, and can only speak of the Morral Machine in the very highest terms.

Very truly yours,
THE SHEPARD CANNING CO.

RIVERVIEW, ILLINOIS.

Morral Bros., Morral, O.

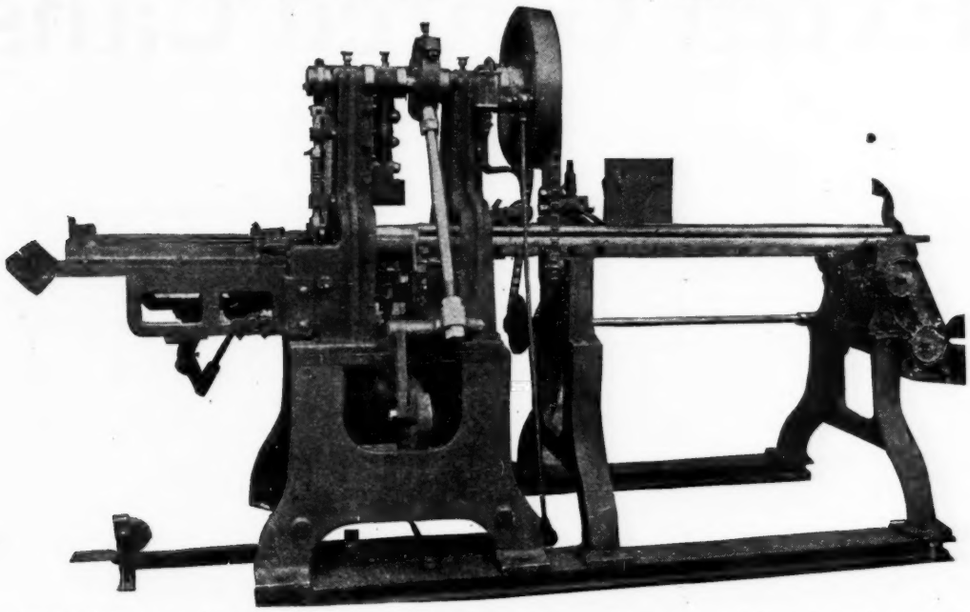
Gentlemen—The three Corn Cutters and Can Wiper furnished by you for our new factory gave splendid satisfaction. We have no hesitation in recommending them very highly.

Yours truly, THE RIVER VIEW CANNING CO.

THE LATEST

AUTOMATIC SIDE SEAM LOCKING MACHINE

WITH SOLDERING ATTACHMENT.



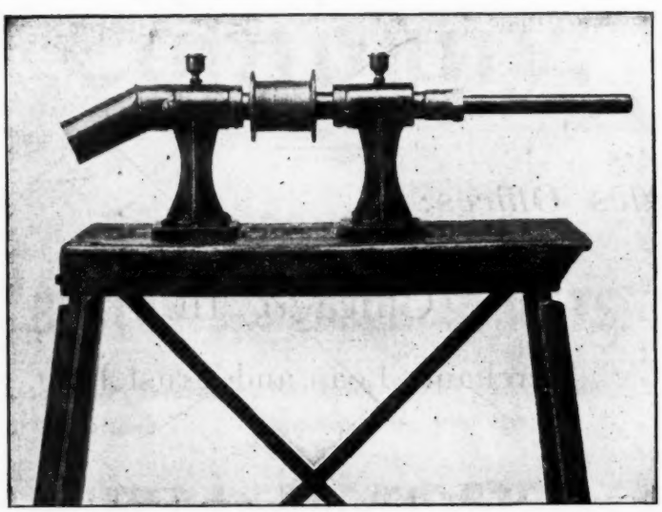
The Machine shown above is our Latest Improved Lock Seam Body Forming Machine, with Side Seam Soldering Device. This Machine runs free of all jams or mashes, with a capacity of 50,000 perfected bodies a day.

Slaysman & Co., {Works, 125 E. Falls Ave. / Office, 200 W. Falls Ave.} BALTIMORE, MD.

SEND FOR FREE CATALOGUE.

E. J. LEWIS, Middleport, N. Y.

BEAN CUTTER.



PINEAPPLE COREING MACHINE, - - Price $25.00.

PINEAPPLE PEELING MACHINES.

Large size Peelers built on orders for foreign trade. Received duplicate orders for six machines this season for Hawaiian trade. Write for further partiulars.

Pat. May 14. 1904. - - - Price $150.00,

CAN TESTERS, CAN FLOATERS AND AUTOMATIC CRIMPERS.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best Standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building.

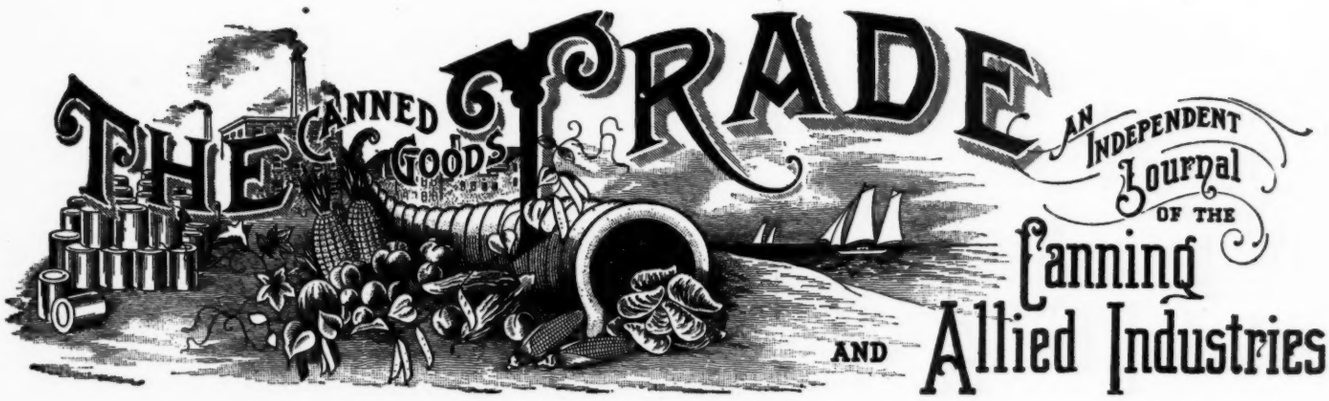
Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets.

San Francisco, Cal.
Hayward Building, Corner California and Montgomery Streets.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.



BALTIMORE, FRIDAY, APRIL 28, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Spring weather is progressing in good style in this section and throughout the country. Just at present there is a medium of cloudiness which should be favorable pea weather, and the spring warmness is sufficient to well develop the plants. It is true that peas in Virginia and North Carolina suffered some from the recent frost; the utmost effect of this is only to delay the plants a little without other injury. In fact it may well be said that the weather so far as peas are concerned is doing very much better than the market itself.

It is now generally understood that the acreage of all canners' crops will be very considerably reduced, and this is due to the fact that the packers will not consent to pay the price that growers insist they should have for their crops. Packers cannot see how they can get their money out of goods at the present low quotations of canned fruits and vegetables.

Little by little the market is taking on a sectional condition, in so far as the great staples are concerned. Thus New England, New York and the upper part of Maryland control the present corn situation, as to spot and future supply. In peas the West, and mainly the upper portion of the Great Valley, is the controlling power in spot peas so far as quantity is concerned. In tomatoes Maryland holds nearly the entire situation, and even here it is peculiar. While it is admitted there are large quantities of tomatoes still in the Chesapeake Peninsula, Baltimore city is almost entirely cleaned up of these goods. In running over a general list of the great packers in this city it develops that only one or two have any at all, and nearly all the others have been in the market as buyers and watching it for evidence of healthy reaction. This is a peculiar condition of affairs, the strongest effect of which will develop in June, July and August.

Tomatoes, however, like all other articles, will have a very much reduced acreage, and possibly may amount to only half the average acreage of the few past years, and neither producers nor distributors seem to have any faith in this year for profits.

Here in Baltimore the market shows no sign of variation of any kind, except perhaps in the seasonable and natural cleaning up of the last holdings of small fruits. There are few of these, and the few that are left are as usual sorting up prices to match the position of the market.

In every line of business quietness prevails, and the enforced delay of the season because of the recent cold spell compels the packers to wait with the utmost patience for things to right themselves. Nothing is so much desired at present as the opening of the new season. When the canning house whistles begin to blow for the beginning of spring work everything assumes a new aspect; hope springs eternal at that time in Canton Hollow, and a new era commences in the variation of prices.

It is now known that pineapples will be late and probably higher in price than in past years. Peas will be a very small pack, comparatively, but particular attention will be given to fine qualities, as there are still to many carry-over peas on the market that must go out as seconds. They are not in this market, however.

Corn is getting steadily into a quiet position, and in fact all things in the line of canned goods are going to be very reasonable this year; and if low prices help to sell goods there should be a great increase in the consumption of canned foods during the year 1905.

We have about come to the actual legal finish of the oyster season of 1904-5. Canning houses have nearly all been cleaned up and put in shape for the early spring fruits, and the market is the only thing that is at present in a dubious conidtion. Considering the position of some of the articles, especially fruits, this is almost incomprehensible. As time progresses we are more and more convinced that peaches are going to be an insufficient crop; they will be in very small supply from Georgia, the Carolinas, Texas and the Missouri River section. It appears now that there will be scarcely any in the extreme Northwest on the Pacific, and that peaches and pears suffered more than any other fruits by recent frosts in California. With the ever-increasing population of this country, hungry for fresh fruits, and the railroads only too anxious to make trade by serving them, even if there is a first-class peach crop in the Chesapeake region, it will only be gotten at high prices. And yet the market acts in respect to canned peaches as if it were totally ignorant of these facts.

As we have said, brokers report almost no changes in quotations since last week. Raspberries and blackberries register a decline of about 2 1-2 cents per dozen. Tomatoes, No. 3 standards, are quoted at 60 to 62 1-2 cents; No. 3 seconds at 57 1-2 cents, although we have heard there were some sacrifices of common tomatoes here as low as 52 1-2 cents. Gallon stardards are held at $1.65 to $1.75.

Maryland corn, shoepeg, is quoted at 55 to 60 cents; dry packed New York or Maine style, 65 to 70 cents; and these figures cover nearly all the range of low-priced standard corn.

No. 3 standard peaches are quoted at $1.40 to $1.45; extras at $1.50 to $1.60; select, $1.65 to $1.70; No. 3 seconds, yellow, $1.12 1-2 to $1.15; white, $1.05 to $1.10; No. 3 pie at 72 1-2 to 80 cents; and gallon pie at $2.65 to $2.75.

In cans and canners' metals the same quiet condition prevails that has ruled since the first of the year. Pig tin is quoted very slightly lower than last quotations, and the indications are for the next two months of the continuance of this low price on this metal; because it is a fact for a month or more past the American market has been lower than the London market; and although it is known that pig tin is controlled by strong parties, there will be no advance in values during the next month or two. Present quotations from 30.80 to 31.00, according to size of order.

There is no variation whatever in the prices of cans, and whilst the normal number of future contracts for cans has been placed by the old-established packers, business is not as brisk as was anticipated. There is a belief that a great many small canneries will close up during the present year. Whether they will result in re-establishment on larger lines by better people we cannot say, but such has been the condition heretofore. There are no variations in either tin plates or pig lead. Figures of canners' metals can be found on their regular page.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries ***AMERICAN CANS***

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

There is no use denying that the canned goods market is in a more or less unsatisfactory condition. Few dealers pretend to understand the situation, and all that dealers or others do is actuated by extreme caution. Buyers are taking nothing beyond what they deem are actual requirements, and stagnation follows as a matter of course. It would be indeed difficult to attempt to straighten out the tangle, and it might be impossible for the most expert individual in the business to do it. However, even though more or less depression characterizes the market, a little business is stirring, routine requirements for daily consumption making some sales absolutely necessary.

Tomatoes—Increased offerings of futures on a low basis are reported. Considerable quantities are offered at 62 1-2 cents f. o. b. factory, a price 2 1-2 cents below actual cost probably. It is said that within a week sales aggregating 25,000 cases have been made to jobbers here, nearly all in lots of 2,000 cases and under. Packers who offer futures on this low basis are unwilling to book large contracts at that figure, but apparently feel as though they could stand a few thousand cases below cost of production just to arouse interest and possibly stimulate some movement. This seems to prove the assertion frequently made in this market that the large packers are endeavoring to establish the market upon such a low basis that smaller canners cannot enter the lists this year. Increasing offerings of futures on this basis have made buyers less anxious to take hold thon they were a few days ago, the low values defeating the purpose of those who made them in one direction, though possibly strengthening their position in other ways. The spot market is quite, but fairly steady, considering the uncertainty in futures, on the basis of 65 cents delivered, at which price there is no lack of available stock.

Corn—Future State packing is being urged by some packers with the result that the market is unsettled, with prices on standard ranging from 70 to 80 cents as to seller. Spot stock is dull with prices more or less nominal.

Peas—The market is dull, with prices nominal. No sales of importance have been reported of late, and inquiry is limited.

Fruits—For all sorts of California canned fruits the market is firm, with movement limited to requirements. Holders will not sell, except at high values, and business is too dull to permit many speculative purchases.

Pineapples—It is understood that leading Baltimore packers have made prices on 1905 pack, but they have not at this writing been made public here.

Salmon—There is an increasing demand for small lots, but the market is still far from active. Small resales of half-pound and flat Columbia River chenooks are being made at a considerable premium. More or less spot and Alaska is available at $1.12 1-2 to $1.15, but it is rapidly cleaning up, leaving the market to better brands by the time the active consuming season begins.

Sardines—American fish are firm, and limited suppiles in first hands restrict business.

HUDSON.

ERRATA.

On page 26 of this issue, in the account of the meeting of the National Association of Packers of Pure Canned Foods, in the paragraph just preceding the signatures, a mistake has been made. The paragraph should read :

There has been appointed a Committee on Insurance, whose duty it shall be to devise and work out a scheme of mutual insurance, with a view to reducing the cost of insurance to the members of this Association.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Annual Meeting of the American Can Company.

The annual meeting of the stockholders of the American Can Company was held April 25th in Jersey City and the statement of the company's business for the fiscal year ended March 31, 1905, was made public. Mr. Graham in his report to the stockholders said:

In submitting the accompanying statement of the business of your Company for the year ending March 31st, 1905, the following comments as to the value of the figures presented seem to me pertinent and necessary to a clear understanding:—

The basis of all inventories whether of material, supplies, partly finished or finished stock, is cost when that is lower than true value, and true value when for reason of market change or deterioration that is lower than cost. Investment items are stated at cost when that is lower than present value, at present value when that is lower than cost. Receivables are stated after eliminating all questionable accounts and the reduction of every contingent liability, however remote, that can be thought of. You can therefore be assured that the working capital of your Company (which will be found by deduction of all liabilities from available or convertible assets to be $7,871,265.46 and $736,513.45 in excess of that shown by the statement of March 31, 1904), is represented at less than its actual or convertible worth. Accounts payable are for unaudited purchases of materials and supplies on which all available discounts will be taken. No notes, mortgages or other obligations are outstanding.

In writing off $200,000 of depreciation, as against the cost of new construction and improvements for the year, expenditures that are properly chargeable to Plant Account have been charged against Profit and Loss, and at the same time other and direct charges against Operating Costs have kept unp and improved the physical standard of your properties.

The policy of improving the physical condition of the Plants of the Company and extending the use of automatic or labor saving machinery has been continued through the past year and is showing tangible results in the reduced costs and improved quality of our products.

Another factor, as importan; as efficient machinery to the successful conduct of the business is the spirit of the business and practical managers of the Company and their assistants, and I wish to take advantage of this opportunity to commend the earnest and persistent efforts of those now connected with the Company in this respect. No corps of men ever worked harder for their stockholders than these men are now working for you.

Prospects for business for the coming year are good, and while selling prices are low, there is ground for the faith that economies in manufacture, reduction in expenses and the extended use of metal packages will justify an encouraging statement to the next Annual Meeting of the Stockholders.

ASSETS.

Plants, real estate, patents, etc.	$75,018,966.12
New construction and improvements	2,858,212.17
Other investment items	381,275 00
Cash	1,440,627.32
Accounts and bills receivable	1,207,834.77
Merchandise inventory	6,268,876.92
Total assets	$87,175,792.30

LIABILITIES.

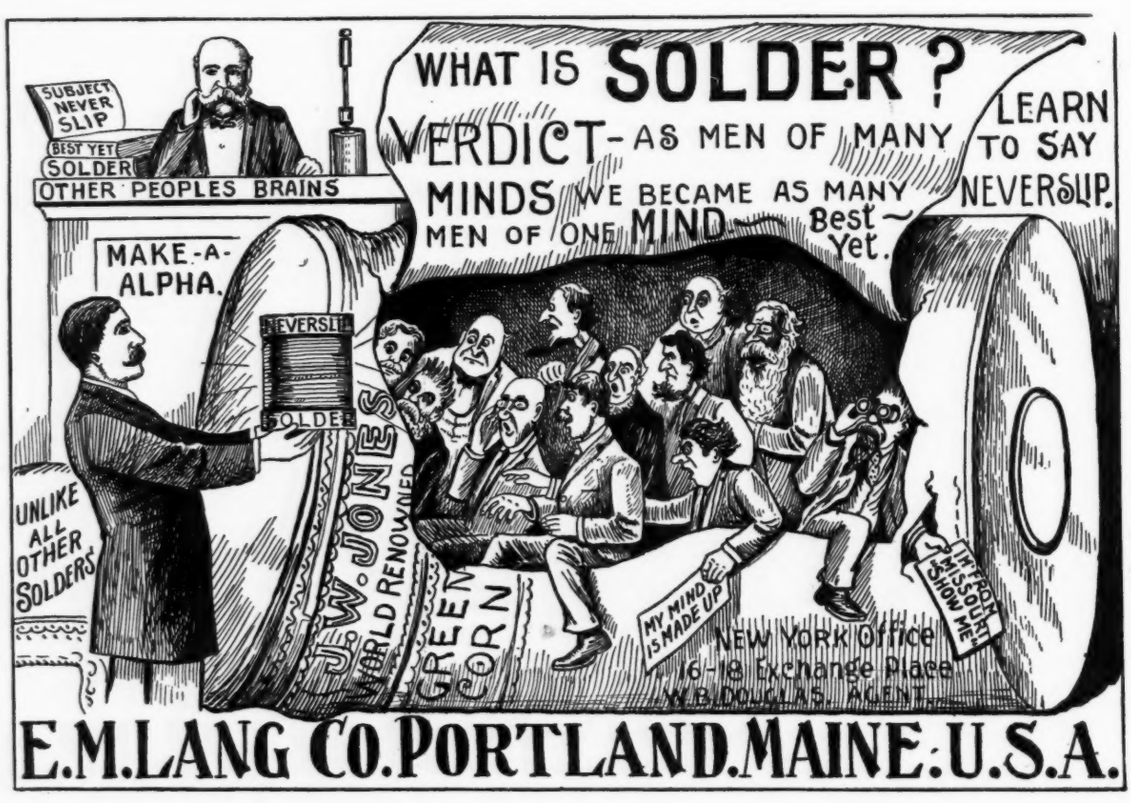
Capital stock		$82,466,600.00
Preferred	$41,233,300	
Common	41,233,300	
Accounts payable		911,932.30
Dividends payable April 1, 1905		515,416.25
Surplus		3,281,843.75
Total liabilities		$87,175,792.30

PROFITS.

Earnings for fiscal year to March 31, 1905	$3,096,917.51
Less amount written off against new construction and improvements	200,000.00
Net profit for fiscal year to March 31, 1905	$2,896,917.51
Net profit for fiscal year to March 31, 1904	2,394,510.11

Wenatchee, Wash.—Wenatchee will have a canning factory just as soon as the work can be pushed to completion. Already the stone masons are at work, and material is on the ground for the plant. Ed. Foy, the business manager of the canning company, is on the ground, and states positively that the factory will be in operation in time to care for this season's crop. He has returned from a trip through Montana and the Dakotas, where he secured aver $20,000 worth of orders for canned goods. Mr. Foy states that it will require 100 people to care for the business he expects to open with. The location of the plant will be on the Columbia river, in the northern part of town.

Salem, Ore.—Lynn Canal Packing Company, Astoria, capital stock, $50,000; incorporators, F. A. Fisher, G. O. Moen and Otto E. Carison.


SUBJECT NEVER SLIP
BEST YET SOLDER
OTHER PEOPLES BRAINS
WHAT IS SOLDER?
VERDICT- AS MEN OF MANY MINDS WE BECAME AS MANY MEN OF ONE MIND
LEARN TO SAY NEVERSLIP.
Best ~ Yet.
MAKE-A-ALPHA.
NEVERSLIP SOLDER
UNLIKE ALL OTHER SOLDERS
J.W. JONES WORLD RENOWNED GREEN CORN
MY MIND IS MADE UP
I'M FROM MISSOURI SHOW ME
New York Office 16-18 Exchange Place W.B. DOUGLAS, AGENT
E.M.LANG CO. PORTLAND. MAINE. U.S.A.

Tin Cans

for

May Delivery

PACKERS WHO HAVE NOT ALREADY PLACED THEIR ORDERS WILL SAVE MONEY BY GETTING IN THEIR STOCK OF CANS NOW, INSTEAD OF WAITING FOR LATER DELIVERIES.

The Virginia Can Company offers the trade a strong, smooth, safe can.

In writing for prices state about how many will be needed.

Virginia Can Company,

BUCHANAN, VA.

☞ *We furnish the Solder Hemmed Cap at regular prices.*

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Low prices for spot tomatoes continue to be the rule, and the acceptance of low prices for futures by packers, for the purpose of discouraging the small canners and keeping them out of the field during the coming season, is not helping spot goods in the least. Strictly standard No. 3 tomatoes are offering at 65¢ delivered here, and there has been some business done. Bids of 62½¢ delivered have been made for under grade goods, and if holders were willing a fair business might be done perhaps, but there is no animation in the trade at 65¢. Future sales at 62½¢ factory were made on a small scale, in the hope apparently of discouraging the canners of small capital and reputation and keeping the business in the hands of a few important packers. Corn is in light demand. Peas are ditto. Nothing doing in futures on these two articles. Beans are inactive. **Fruits are attracting no particular attention. It is declared that the California pack this season will be kept within reasonable bounds.** The frosty weather has hurt fruit prospects, also the vegetable outlook, in some of the States, but Maryland escaped and the crops there are very promising. Salmon is dull, deadly dull, and with the disappointing Lenten demand at an end the holders of the fish are looking forward hopefully to the summer trade with its picnic and outing call for the royal fish. Domestic sardines are improving in demand and market is firm.—*Merchants' Review.*

Chicago.

Conditions prevailing are about as last week, prices being steady and the demand quite good for the list. The canned salmon market is stronger, a little, as conditions are more settled. New quotations are looked for from the packers on 1905 Columbia river salmon any day. It is expected they will be about the same as last year. In vegetables, there are no changes in prices. Tomatoes hold steady and are selling freely to the retail trade, and corn shows nothing new. This item is going into consumption very rapidly under the influence of low prices. Peas are steady, but supplies of very cheap grades are not so plentiful now. Demand is pretty good for this line. String and lima beans are firm. Stocks are not large, being in fact rather limited. Other canned vegetables are unchanged, holding steady. Canned peaches are one of the firmest items of canned goods. They are in small supply in canners' hands, and the jobbers haven't many goods left. Canned apricots are scarce also. The "trust" has advanced the price of domestic quarter-oil sardines. The rise in price is 25¢ a dozen on keyless cans. There was no change made on three-quarter mustards.—*Grocers' Criterion.*

Philadelphia.

Tomatoes show no change whatever. The market is still greatly depressed, with a slight demand. Buyers seem to have curious ideas of value, as witness offers made seriously by New York buyers during the week of 60¢ for 3-lb. standards delivered in New York. Offers like this show how easy it is to sell tomatoes at a price that will put the industry on a profitable basis. Corn is slow and unchanged and peas are in the same condition. There would be considerable doing in peas if sellers would make still further concessions, say 2½¢. Peaches are slow and unchanged. The general Baltimore line of small canned goods is in fair request at unchanged prices. California canned goods show greatly broken stocks and unchanged prices.—*Grocery World.*

Boston.

Nearly all features of the canned goods market remain about the same, except that there is a better feeling on spot salmon and futures, and some of the large deals that have been made on the coast will make the salmon situation much more healthy, in nearly all lines of future. Jobbers are holding off from placing their orders—more so than in former years. This is owing principally to quite large stocks on hand, both in the hands of jobbers and packers; and yet we look for an exceedingly fine summer business.

There is little, if any, demand for evaporated apples, owing to the supply of green, which have kept extremely well this season.—*New England Grocer.*

Montreal, Canada.

Business is quiet. Orders are small and little demand for anything outside of tomatoes, corn, beans, with here and there a few orders for canned fruits. Salmon, lobsters and finnan haddies are selling fairly well,

SANITARY CAN COMPANY

Packers' Cans For Food Products.

SEALED WITHOUT SOLDER OR ACID.

NO MATTER WHAT QUALITY OF GOODS YOU ARE PACKING IN CAP-HOLE CANS YOU WILL PACK BETTER GOODS BY USING OUR SANITARY CAN.

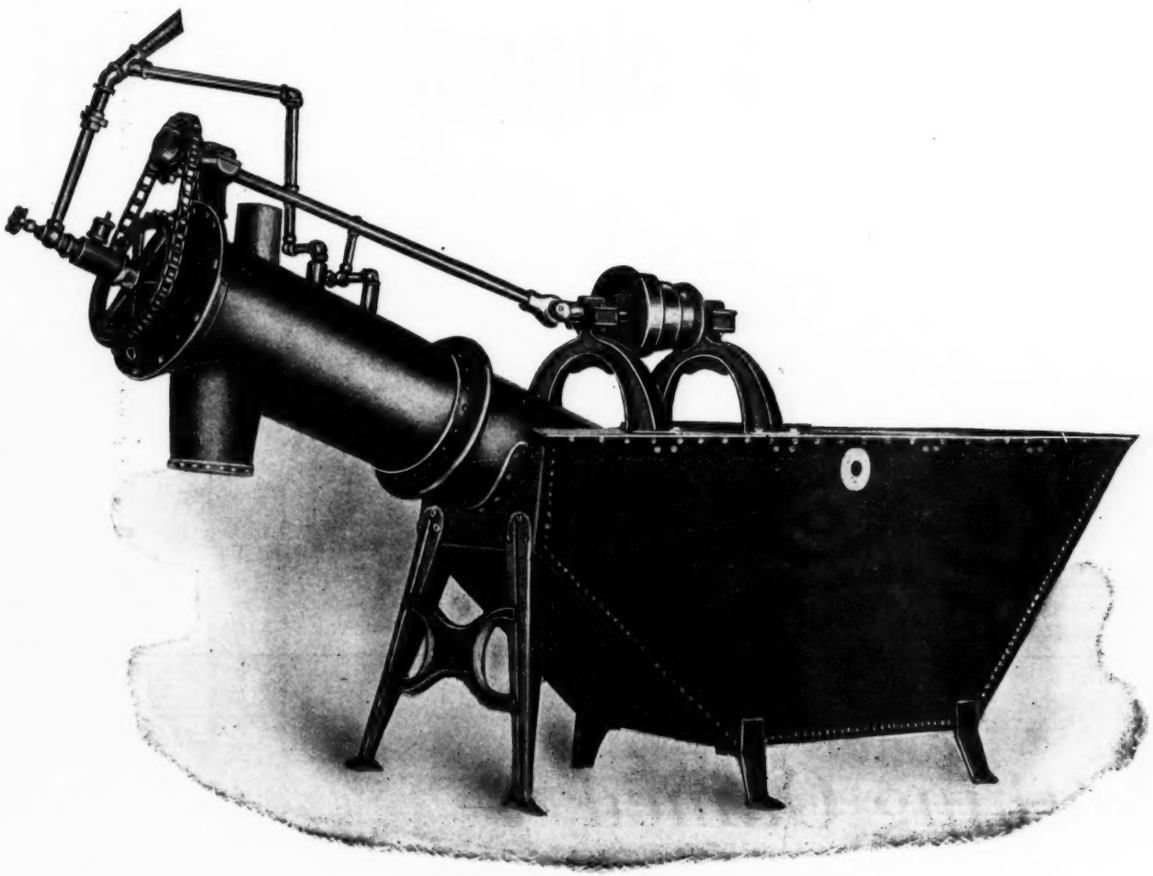
"THE CAN WITHOUT THE CAP-HOLE."

THE ONLY CAN FOR HAND PACKED GOODS

Factory:
FAIRPORT, N. Y.

N. Y. Office:
105 Hudson Street.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

as is to be expected during the Lenten season. The report that the packers of finnan haddies were contemplating getting together for the purpose of placing the business on a more satisfactory and paying basis, is confirmed and the new regulations will in a measure recoup them for the heavy losses sustained in the past. It has long been evident that the goods were being packed at a loss, and some measure looking to the preservation and continuance of the industry was absolutely necessary. Even at the present quotation of $4 a case the margin is small. The present catch is small and prices will, no doubt, tend higher rather than break.

Toronto, Canada.

A very active market is reported in tomatoes for the week, American goods having been again imported on a large scale. Canned fruits are also beginning to move very freely. This is largely on account of supplies of domestic canned fruits having reached a pretty low ebb in the country. Among the orders for the opening of navigation was a particularly large volume of canned fruit orders to go to points along the north shore of Ontario. In canned fruits, particularly cherries, Lawton berries, peaches, pears, pineapples, plums, raspberries, strawberries and blueberries, quotations are being given by some members of the wholesale trade below regular market quotations on goods outside the combination. Readers of *The Grocer* may find these by referring to special advertisements which appear from time to time.—*Canadian Grocer.*

London, England.

Salmon.—Business in Alaska continues small, but prices are unaltered, and indications tend to confirm the belief that they will not be lower. In British Columbia there are more buyers than sellers of new season's pack. The "Peleus" has brought 10,250 cases and the "Yangtsze" 21,959 cases, both to Liverpool.

Lobsters are without any fresh feature.

Sardines continue in fair demand, and prices are very firm. Reports of the fishing in Portugal indicate a slight improvement in the catch. Recent arrivals include the "Herrera" with 1,210 cases, the "Iberia" with 1,686 cases, the "Albatross" with 795 cases, the "Navarre" with 530 cases, and the "Moratin" with 628 cases, the last two named to Liverpool.

Meats.—A fair business has been done this week, and the market keeps very firm.

Fruits are meeting with an increased consumptive demand and prices are firm. Pines are quiet but steady. The "Peleus" has arrived at Liverpool with 61,745 cases fruit.

Liverpool, England.

Salmon.—There has been quite a good inquiry during this last week, using a deal of discrimination in regard to quality of best tall salmon. Flats and halves continue very scarce and dear. Halves are in good inquiry. Alaska is firm, with a steady demand.

Sardines.—The continued bad fishing reports and the advance in the rate of exchange has caused quite a demand for best grocery stuff, particularly quarter tins.

Fruits.—These are more inquired for. The cheap price of apricots is especially for best quality one pound talls. The country seems to be creating a demand. Pears are dear, and restricted in supply.

Tomatoes cheaper; more selling.

Columbus, Ind.—The largest factory in the county is the plant of Preston Rider, of this city. He has been engaged in making over 1,000,000 cans for the season's product, and this work will not be completed until the middle of the summer. He has about one thousand acres in corn and tomatoes and will begin the pack about the first of August. At Hope the canning factory is getting ready for a big business, and at Flatrock, just over the Shelby county line, preparations are also being made for a big year's trade.

Vancouver, B. C.—A salmon cannery capable of packing 100,000 cases of fish will be in operation on False Creek during the coming fishing season, which opens early in July. It will be owned and operated by the Vancouver Canning and Packing Company.

Ocean Park, Cal.—The Paier Packing Company of Los Angeles has purchased property on Windward avenue, Venice, and will erect a structure to cost about $20,000.

Chicago, Ill.—We beg to advise you that Mr. William Tilghman, son of W. J. Tilghman, has this day become associated with us in business. The firm name will remain as heretofore—W. J. Tilghman & Co.

On this 25th day of March, 1905, a co-partnership, under the firm name of Strasbaugh, Silver & Co., was formed by Harry P. Strasbaugh and Wm. Silver, both of Harford County, Md., for the purpose of conducting the canned goods brokerage and commission business, with headquarters at Aberdeen, Md.

Nothing Gained

By clinging to old methods in this bright up-to-date era. Hand labeling is one branch of canning house work which is fast being discarded. Knapp Labelers and Boxers are used by hundreds of Canners who are determined to produce neat work at lowest cost. We are placing these Machines in factories year by year, and, by the way orders have been arriving, this year will be no exception. When we have induced you to try our Machines we have done you a positive service which you will continue to profit by while our profit stops with the sale of Machine. Nothing for extras. No fuss. No delay. A Knapp outfit means success.

Isn't it worth while to write us about it? Get our plan for lease, sale or exchange deal. DO IT NOW.

BERGER, CARTER CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

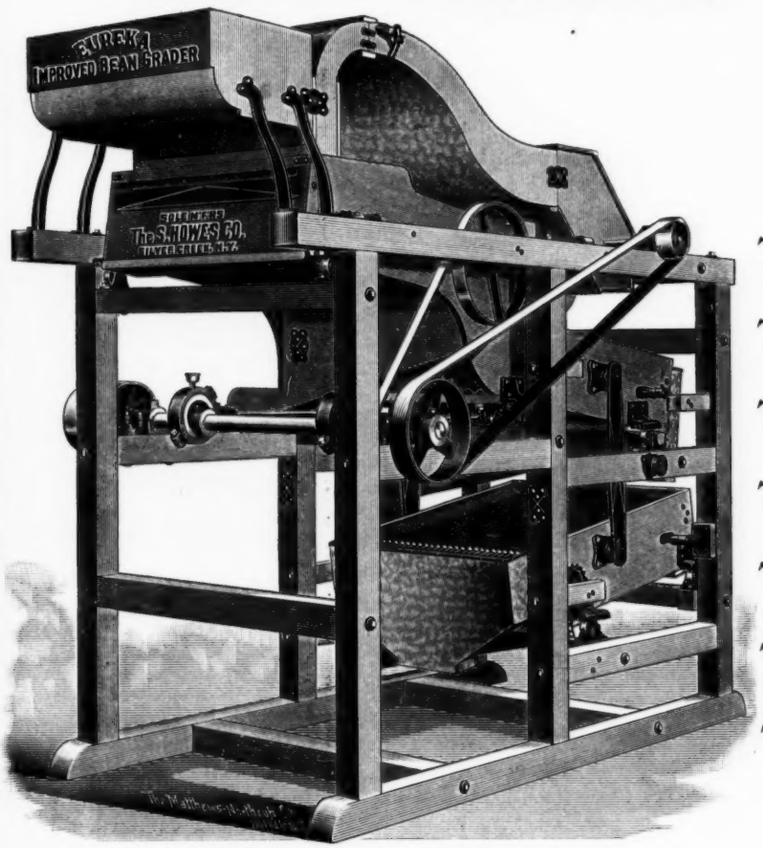
The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

EUREKA EUREKA

OUR LINE OF

EUREKA CANNING MACHINERY



IS THE MOST COMPLETE IN THE WORLD—IT INCLUDES, AMONG OTHERS,

The E re a Green Pea Grader,

The Eure a Green Pea Cleaner,

The Eure a String Bean Grader,

The Eureka String Bean Cutter,

The Eureka String Bean Filler,

The Eureka Tomato Pulper,

The Eureka Corn Husker.

MODERN AND UP-TO-DATE IN EVERY DETAIL.

IRON-CLAD GUARANTEE ACCOMPANIES EVERY SALE.

THE RESULT OF YEARS OF EXPERIENCE.

The S. Howes Company,
(INCORPORATED)
Silver Creek, N. Y.

EUREKA EUREKA

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

PRESERVING.

Salting.

All tanks, casks or barrels used in salting vegetables for pickles or soups should be provided with a loose cover of boards or plank, fitting inside the container, a few inches below the top, and with cleats or other suitable means, that the vegetables can be kept under the surface of the brine. When the tank is full, cover the vegetables with cheese-cloth or other suitable material. Place the cover in position and fasten down. Skim off all froh and foam, and keep the top covered with 60 degrees brine. When fermentation has ceased, remove cover, take off cloth and wash both free from all slime and dirt; replace and cover with brine. From time to time add sufficient 60 degree brine to keep cover submerged. Large tanks used for dry salting may be provided with a pump-box or shield on one side, so that the brine may be pumped from the bottom to the top of the tank when it is heavier at the bottom than at the top.

Unless oherwise mentioned, brine is to be 60 degree by salometer.

Beans, String and Lima—Blanch the beans in boiling water, pack in tanks, sprinkle with a half pound of alum and a quarter of a bushel salt to each 16 bushels; fasten down top and cover with 60 degree brine.

Califlower—Trim and break the cauliflower apart, blanch one minute in a bath containing one ounce of sulphite of soda to 12 1-2 gallons water; pack in tank and sprinkle each 16 bushels with 1-2 bushel salt and 1-2 pound alum. When tank is full, place lid, and cover with 60 degree brine.

Citron, Domestic—Pare the citron and remove all soft pulp and seed; cut the flesh in small pieces and pack in tanks; sprinkle each 16 bushels with 1-2 bushel salt and 2 pounds alum; fasten down cover, and cover with 60 degree brine.

Corn—Cut from cob in whole grains, silk and pack in tank, with 1-4 pound salt to each 16 bushels; place cover and fill with 16 degree brine.

Cucumbers—Pack in tank as lightly as possible with 1-2 busehl salt and 1-4 pound alum to each 4 bushels, using just enough water to moisten the salt; if they do not make brine enough to cover themselves in a few days, fill up with 60 degree brine.

Onions—Pull onions when of the desired size, selecting only those in bulk which have been entirely covered with earth. Store in slatted crates or ventilated barrels in a cool, airy place, until the tops are thoroughly dried; then rub and sieve to remove all adhering soil. Pack in tank, using 18 pounds salt to 100 pounds onions. Let stand for a few days; refill with onions, place lid and cover with 60 degree brine. Dissolve one ounce sulphite of soda in two gallons water and pour gently on top.

Pumpkin—Same as citron.

Peppers, Bull-nose, Ripe or Green—Cut out stem, remove core and seed, pack in tank nose down; sprinkle with 1-4 bushel salt to each 16 bushels; place cover and fill with 60 degree brine.

Sauerkraut—Cut off the outside green leaves of the cabbage, core and cut; for each 100 pounds of cut cabbage mix 2 1-2 pounds salt, pack tightly in barrels or tanks to ferment. If wanted for quick shipment, pack in barrels, and stand in a warm place to ferment. After fermentation, refill barrels, head and ship.

Pickles.

Cucumbers—Place salted cucumbers in a process tank containing a perforated steam tank covered with an inverted trough so that the pickles cannot come in direct contact with the steam. Cover well with cold water and heat to 100 degrees; soak 12 hours, then drain off the liquid, again cover with cold water, and heat to 120 degrees; soak 12 hours, and drain off lpiquid, cover the third time with water containing 2 ounces of alum to each 12 1-2 gallons. Heat to 135 degrees, soak 12 hours, and the pickles are ready for vinegar.

Sort the pickles according to size, and place in packages with a sprinkling of whole mixed spices, 2 parts yellow mustard seed, 1 part each of allspice, cloves and bruised ginger root and West India or bird peppers; also a little horse radish root on top; then fill with 42 1-2 grain vinegar.

Dill Pickles—Have well-coopered barrels; take out head, and in bottom place a handful of dill with a clever sprinkling of mixed spices, pack half full of cucumbers and another handful of dill with spices; fill barrel with cucumbers, finishing the top with dill and spices. Head up barrel and fill through bunghole with 50 degree brine to each 45 gallons, of which has been added 2 pounds alum and 2 gallons 45 grain vinegar. Bung up barrel; bore a hole through the bung, in which place a nipple connected with a half-inch rubber tube, the end of this dropping in a bottle filled with water. If in a hurry use 30 degree instead of 60 degree brine.

Mixed Pickles—Process small cucumbers, corn, cauliflower, beans, etc., same as cucumbers; place in bottles with mixed spices and onions, and fill with 42 1-2 grain vinegar.

Pickled Onions—Remove from brine and peel; place in process tank, cover with cold water and heat to 90 degrees; in a few days a secondary fermentation will take place; once or twice a day press down the floaters and allow to remain until the onions have bleached to the desired shade of whiteness; then wash well in cold water and place in packages, adding a sprinkling of spice, whole mustard seed (yellow) 2 pounds, whole mace, 1 pound, and West India peppers, 1 pound, and cover with prepared vinegar (50 gallons 45 grain vinegar, 4 ounces preservative, 1-2 pound alum).

Sweet Pickles—Prepare and pack pickles, salt same as for "mixed pickles," and cover with sweet liquor instead of vinegar. For this, place in 50 gallons 45 grain vinegar 10 pounds black mustard seed, 5 pounds West India peppers, 5 pounds Jamaica ginger root, 4 pounds whole black peppers, 4 pounds whole allspice, 1 1-2 pounds whole cloves, 1 pound whole mace, 5 pounds horse radish, 2 pounds celery seed, 5 pounds chopped garlic. Soak twelve hours, place in kettle, bring to a boil, then strain and add 1-2 pound chemical sweetener.

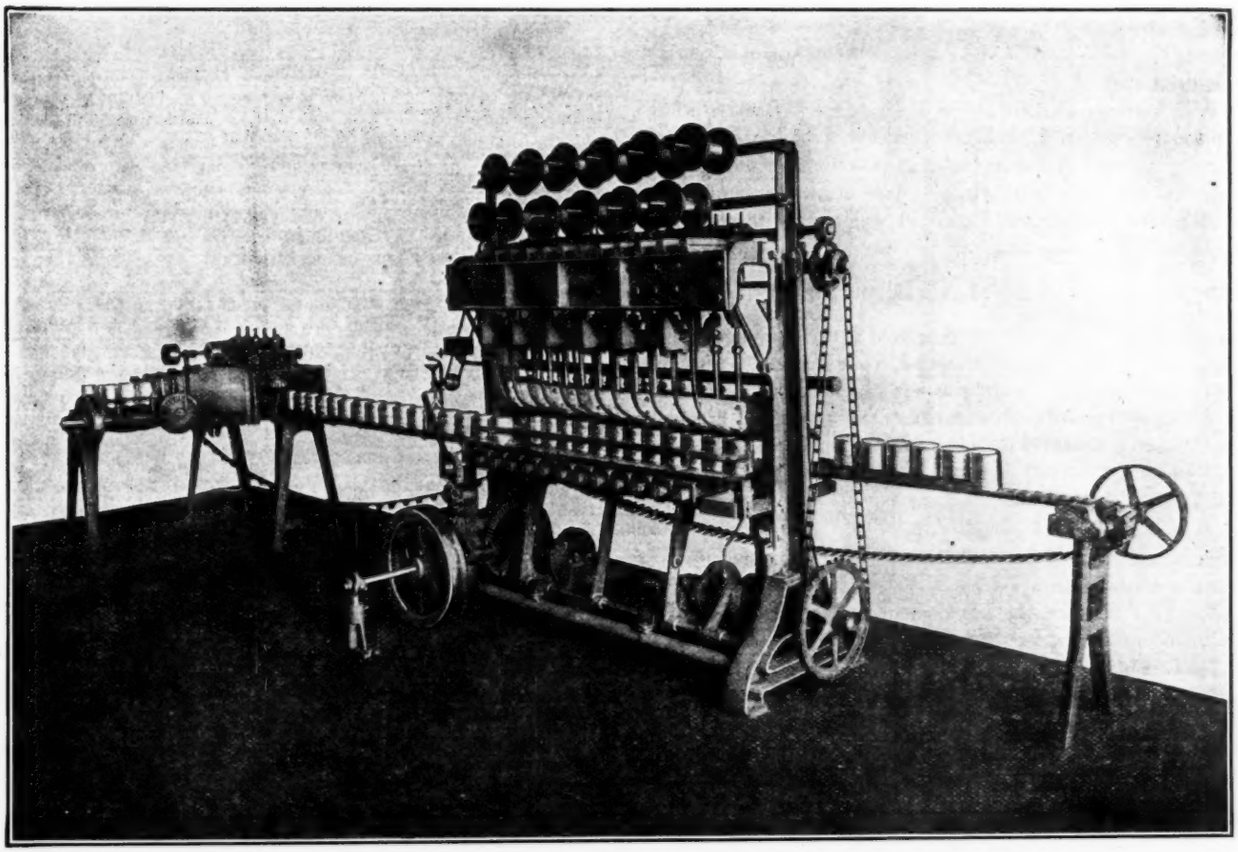
Flavoring Extracts.

Bitter Almond—Two drams oil of bitter almond, 1 gallon 95 percent alcohol; mix and filter through paper.

Heavy Extract—One ounce extract vanilla, 1-2 dram oil of rose (Kissanlik), 1-2 dram oil of wintergreen, 1-4 ounce oil of peppermint, 1 pint 95 percent alcohol. Mix and filter through paper.

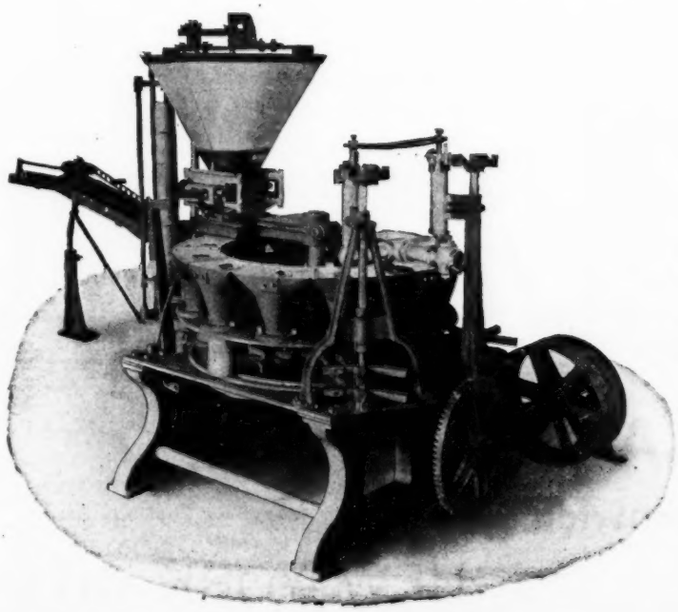
Soluble Lemon Extract—One-half pound oil of lemon, 1-2 gallon 95 percent alcohol, 1-2 gallon water, 2 ounces powdered carbonate magnesia.

AYARS CONTINUOUS CAPPER



Absolutely positive can feeder and spacer. Has a perfect Wiper which will wipe clean. The aciding device puts the flux or acid on just where required, and only when can is in position. Positive solder feed, direct from spools, and only when cans are in position. Specially constructed Steels, requiring little gas to heat. Caps held down continuously from the time the steels are lifted until the next row is soldered, thus insuring a perfectly cooled joint. Capacity, 4,000 to 4,500 cans per hour. Readily changeable for different sizes or heights of cans.

Each machine is furnished complete with automatic feeder, wiper, aciding machine, automatic capper, can counter, tipping chain, counter-shafts complete, and duplicate steels. Sold guaranteed satisfactory to purchaser.



AYARS
ROTARY PEA FILLER

Will fill all grades and sizes of peas without mashing or clogging. Amount of peas put in each can may be vaaried as desired while the machine is in motion. Will brine accurately, with no waste, and only when cans are in position. All cans filled exactly alike. May be used as a briner for beans or other goods.

Capacity, 2,000 to 5,000 cans per hour.

Send for Catalogue.

Ayars Machine Co.,
SALEM, N. J.

In a large mortar place the carbonate of magnesia, add the oil of lemon gradually, and rub constantly until intimately mixed; then add the alcohol gradually, rubbing all the time, and after that the water; pass through a double paper filter. If the first liquid that passes is not clear, pour it back into the filter again, color lemon yellow if desired.

Soluble Orange Extract—Make same as lemon, using 1-2 pound oil of orange.

Vanilla Extract—Cut 1-2 pound of good vanilla beans in short pieces, place in a mortar with some fragments of broken glass, and pound until fine; place in a stone jug or glass bottle, and add 1 ounce of Conligrano licorice in small pieces, 1 pint of pure glycerine, 1-2 gallon 95 percent alcohol and 3 pints of water; soak three weeks, shaking occasionally; then filter off for use.

Spice Mixtures.

Curry Powder—Three pounds powdered tumeric, 3 pounds powdered coriander seed, 1 pound powdered white pepper; 1-4 pound powdered cayenne pepper, 1 pound powdered Jamaica ginger, 1 pound powdered yellow mustard, 1-2 pound powdered allspice, 1-2 pound powdered cardamon seed, 1-4 pound powdered cumin seed, 1-4 pound powdered cloves. Mix well together.

Catsup Spices (Powdered)—Four pounds white pepper, 1-2 pound cayenne pepper, 1-4 pound nutmegs, 1-4 pound cloves, 1-4 pound Saigon cinnamon, 1-2 pound coriander seed, 12 pound thyme, 1-4 pound sweet marjoram, 1-4 pound bay leaves. Mix.

Catsup Spice (Powdered)—Two pounds white pepper, 2 pounds allspice, 1-2 pound cloves, 1 pound yellow mustard, 1-2 pound peach leaves, 1-2 cayenne epper.

Catsup Spice (Powdered)—Three pounds white pepper, 1-2 pound cayenne pepper, 1-2 pound allspice, 1-2 pound cloves, 1 pound celery seed. Mix.

Soup Spices (Powdered)—Half pound lemon peel, 1 pound thyme 1-2 pound sweet marjoram, 1-2 pound summer savoy, 1 pound parsley, 1-4 pound celery seed, 14 pound sweet basil. Mix.

With this issue ends the Complete Course in Canning, and it will later be published in book form.

CORRESPONDENCE.

Baltimore, April 22nd, 1905.

Tomatoes.—The market is absolutely without change. We have never known the time, however, when there were so many rumors of a ridiculous nature being circualted. We find that we are getting quite a number of orders from day to day for No. 3 standard tomatoes at 60¢ per dozen, less 1½ per cent, f. o. b. Baltimore, and we have not been able to find any tomatoes at lower figures. These 60¢ tomatoes in some cases are pretty good goods, but there are no doubt quite a quantity of goods being offered at this figure which will hardly pass muster for Standards. The goods we offer at 60¢ per dozen, net, and 62½¢ per dozen, less 1½ per sent, are excellent quality.

We again call your attention to our quotation of 47½¢ per dozen, less 1½ per cent, f. o. b. county, for future No. 2 standard tomatoes. The goods we are offering at this figure will be a high-grade standard. Other grades of future tomatoes are being sold at 65¢ for No. 3 standards; $1.80 for gallon standards; 85¢ for No. 3, 5½ inch cans, and 90¢ for No. 3, 5¾ inch cans, all less 1½ per cent, f. o. b.; freight guaranteed same as from Baltimore.

Peaches.—The recent severe cold spell we had, causing the thermometer to go below freezing point throughout the Peach growing sections of the Peninsula and Western Maryland, has caused the earlier reports of crop damage to be again vigorously circulated. Experienced growers say that every bud which was out on the peach trees must necessarily have been killed by such weather as we had last week. To what extent the peach crop has actually been affected, however, it is impossible to say at this time. We would like to call your attention to the situation here which is in very strong shape. Conservative dealers seem to think that the market ought to go higher regardless of peach crop reports. It is very doubtful if there are more than 15,000 or 20,000 cases of No. 3 second peaches in Baltimore all told. One of the largest holders here has been closed out this week.

Corn.—There is a steady demand for all kinds of cheap corn.

THOMAS G. CRANWELL & CO.

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES

NO HOLES or CAPS

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

WE FURNISH COMPLETE OUTFITS FOR MAKING THESE CANS.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

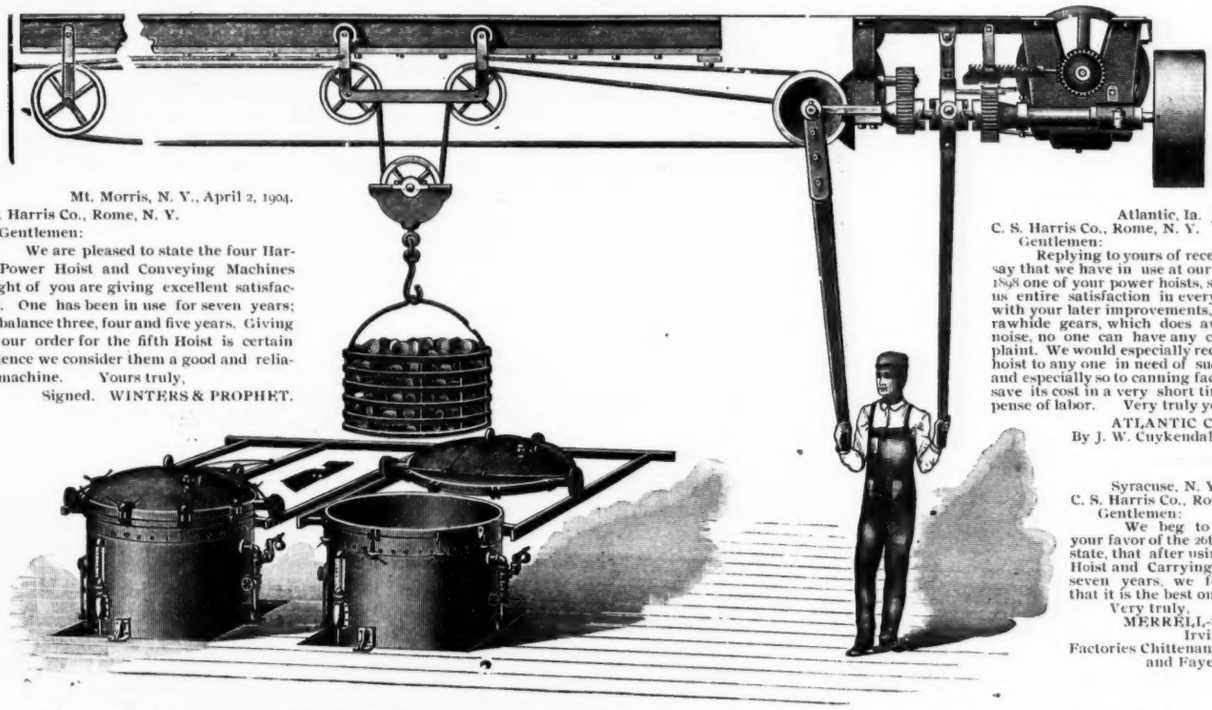
MAX AMS MACHINE CO.,

372-374 Greenwich Street,

NEW YORK CITY

WORKS:
MT. VERNON, N. Y.

The Harris Patent Power Hoisting and Carrying Machine



Mt. Morris, N. Y., April 2, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen:
We are pleased to state the four Harris Power Hoist and Conveying Machines bought of you are giving excellent satisfaction. One has been in use for seven years; the balance three, four and five years. Giving you our order for the fifth Hoist is certain evidence we consider them a good and reliable machine. Yours truly,
Signed. WINTERS & PROPHET.

Atlantic, Ia. Jan. 12, 1905.
C. S. Harris Co., Rome, N. Y.
Gentlemen:
Replying to yours of recent date would say that we have in use at our factory since 1898 one of your power hoists, same is giving us entire satisfaction in every respect, and with your later improvements, especially the rawhide gears, which does away with the noise, no one can have any cause for complaint. We would especially recommend your hoist to any one in need of such machinery and especially so to canning factories. It will save its cost in a very short time in the expense of labor. Very truly yours,
ATLANTIC CANNING CO.
By J. W. Cuykendall.

Syracuse, N. Y., Dec. 28, '04.
C. S. Harris Co., Rome, N. Y.
Gentlemen:
We beg to acknowledge your favor of the 26th, and wish to state, that after using the Harris Hoist and Carrying Machines for seven years, we feel confident that it is the best on the market.
Very truly,
MERRELL-SOULE CO.
Irving S. Merrell.
Factories Chittenango, N. Y.
and Fayetteville, N. Y

C. S. HARRIS COMPANY, - ROME, N. Y.

The thing

to do in buying flux is to get a flux which is uniform, and when you buy

Standard Soldering flux

we can tell you how you can tell if it IS uniform and furnish you with the apparatus free for testing it so that you can use the flux intelligently and KNOW what you are doing.

Next week I'll tell you another reason why you should use my flux.

MANUFACTURED BY

MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year, - - - - - - - - - - - - - $2.00
Six months, - - - - - - - - - - - - $1.00
Foreign, - - - - - - - - - - - - - $4.00

ADVERTISING RATES.—According to space and location.
Make all Drafts or Money Orders payable to THE TRADE CO.
Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, APRIL 28, 1905.

During the organization of the newly developed association known as the National Association of Packers of Pure Canned Foods our readers will have noticed in the reports that considerable stre s was set upon the necessity at present of pushing or advertising canned goods to the public To this end a Bureau of Publicity was made one of the features of the association.

It is a fact that although the canned goods industry has developed more rapidly than any other industry of modern times, the public in a large measure is lamentably ignorant of many things respecting canned foods, and the majority of them even ignorant of what they may obtain in the form of canned foods. Moreover, it is just because of their ignorance in this respect that the would-be guardians of the public stomachs are taking advantage of the public and using the canned goods business as a medium to exploit their imaginations.

All well-informed people in the world today are aware that ignorance is only another name for fear. The horse that has never seen an automobile or trolley car will dash away in terror at sight of one. The horse which has had a chance to view them passing by him loses this advantage because he loses his fear.

Tell the average consumer that there is death in the can, and he will be afraid to eat any canned goods, and it is an absolute necessity, besides a duty, of the canned goods packers today to counteract this officious mischief-making by simply informing the public as to what canned goods are and how to use them. This is possibly in its farthest degree the advertising that the packers should do to the public.

As to how they should do it, that is simple enough. In the first place the purpose of it is to increase the consumption of goods, and it would be a very foolish packer indeed who, recognizing the advantage of increasing consumption by educating the public, will miss the opportunity of doing it for his own advantage.

We think that the wise packer, for instance, at present would take the following method: For each variety of goods that he puts up in quantity, let him have prepared and printed circulars or wrappers of sufficient size in which to completely wrap a can, and calculated for the size of can. It should also be large enough to contain the matter pertaining to the following:

First, of course. it should bear the heading or title of the firm whose goods are represented, and their location. Following this should be a description of the kind of goods in the can which this enwraps. Thus, if it were peas, it should give the title of the special kind of pea, where grown—including the name of the seed—where canned, and in a general expression not to descriptive of the method of canning. It should tell how they are picked, and packed; of the advantage that goes with canned peas over buying peas in the market-house, as canned peas are superior to home-cooked peas because the house kitchen has not the facilities the canning factory has for sifting and sorting the peas and cooking them accurately to the proper time. The genius of the members of the firm or their advertising man can use this matter to great advantage, and we believe it would eventually greatly increase the consumption of peas just from this statement alone.

This circular should also explain why fine French peas *seem* to be better than American peas, because they are colored with salts of copper, in contravention of the prohibition of the United States laws; that the sweet taste in a large measure is contributed by this same noxious coloring, and that there are plenty of American peas fully equal intrinsically to the French peas. The description should also carry an explanation of the grades of peas, from petit pois down to the coarsest seconds; the why and wherefor of it, and the natural reasons for the difference in price according to the sizes.

There should also be given with each article a number of cooking recipes as to how to cook and serve them, so that these wrappers would be saved by the housewife for reference with regard to these matters, the same as a cook book would be.

We believe it woud pay a packer even to get up a sort of strong cover or folder to present to the housekeeper for the preservation of these wrappers; or it might be wise to offer it as a premium to any consumer who will remit twelve wrappers off of cans that have been bought and used, in return sending the consumer one of these covers containing a circular wrapper, uncrumpled, of each of the varieties of goods and kinds that the house puts up. This cover should contain not only the name of the firm, but the brand or trade-mark of the house on its front in fine style. When canned goods were wanted in that house they naturally would refer to this cover, and when they wanted to know how to serve them it would answer as a cook book.

Moreover we believe it would be an astonishing lesson to the average housewife to see how many things are put up in tin of which she had no notion; how excellent they are in all their preparations, how applicable to the most difficult times of housekeeping and company, and how much there is to know about cooking and serving them.

We have in mind the experience of a friend living in a suburban town adjoining a large city. On his first advent there he found it impossible to buy salmon; even the finest grocery store in the place had no salmon. The party in question went to the storekeeper and asked him why he did not keep it, as his family would use two or three cans each week anyhow; and recognizing a good customer he bought one case of salmon, and within a month had built up a steady demand for it, and it has always been one of his stocks in regular demand from that day to this. The same is true of nine-tenths of the list of things that canners put up.

The housekeeper is often at her wits' end to know what to do for sake of variety on her table. The age we live in does not believe in dieting on one steady round of food. "Variety is the spice of life," says the proverb; but it is also that which gives zest to a meal, and the housekeeper is only too glad to accept hints from those who can give her valuable information.

This then is the field of "advertising" that the packer should attempt to fill, and if properly done by a large number of our packers it would double the consumption of canned goods. It will also disabuse the mind of the consuming public of the calumnies which official ignorance is heaping upon canned goods; and it may be said *en passant* that it will cause thousands of households to pin their faith to brands they have been using because they know they are good goods in every respect. A word to the wise is sufficient.

NATIONAL ASSOCIATION OF PACKERS OF PURE CANNED FOODS.

Met in Buffalo, N. Y., April 21st and 22nd, 1905, at Iroquois Hotel.

According to the arrangement made in Pittsburg, when the National Association of Packers of Pure Canned Foods was formed, the Board of Trustees met in Buffalo on April 21st and continued their meeting until the 22nd, when much valuable work was done. Briefly summed up the Association, through its Board of Trustees, elected an Executive Committee, in whose hands rests nearly all the important work of the Association, supervised by the Board of Trustees; a Committee on Insurnace, Expressage and Telegraph Rates; a Committee on Legislation; an Arbitration Committee, and laid out the basis upon which will be built the By-Laws of the Association, which By-Laws virtually lay down the rules upon which the Association is to work.

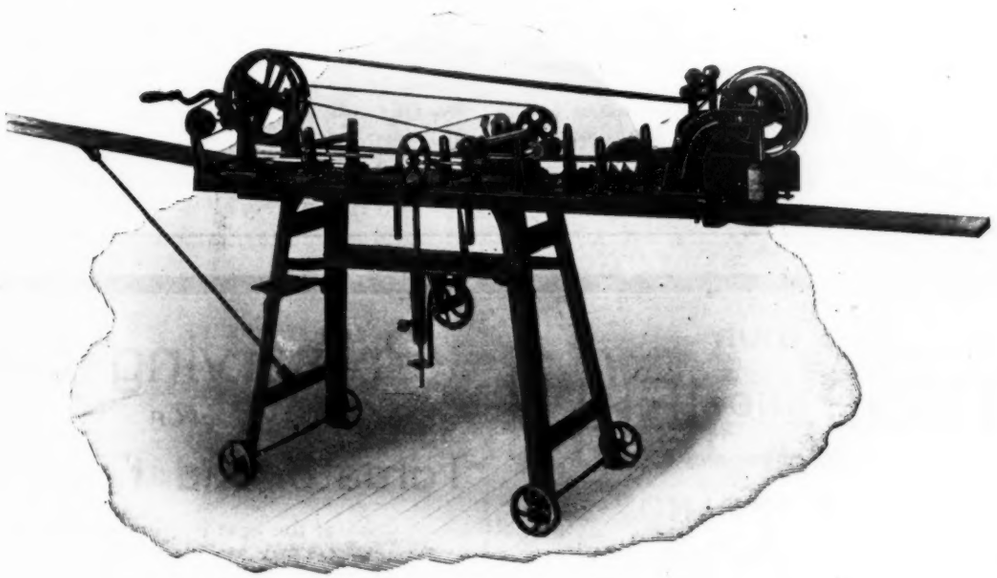
The meeting was called to order at 11 A. M. by President Rouse, who was in the chair. He expressed his pleasure at seeing so full an attendance of the Board of Trustees, and stated that the first work of the Board would be the election of an Executive Committee, which, however, would be attended to later.

A reading of the roll showed the following members of the Board present: Messrs. Frank T. Stare, of the Waukesha Canning Co., Waukesha, Wis., Chas. S. Crary, of the Illinois Canning Co., Hoopeston, Ill., Hugh S. Orem, of the Booth Packing Co., Baltimore; T. M. Towle, of T. M. Towle & Co., Glassboro, N. J.; Hon. B. F. Fernold, of Fernold, Keene & True Co., Portland, Me., Ralph Polk, of the J. T. Polk Co., Greenwood, Ind., Geo. G. Bailey, of the Ft. Stanwix Canning Co., Rome, N. Y.; S. F. Sherman, of the New Hartford Canning Co., Utica, N. Y.; W. R. Roach, of W. R. Roach & Co., Hart, Mich.; I. A. Merrell, of Merrell-Soule Co., Syracuse, N. Y.; S. F. Haserot, of the Haserot Canneries Co., Cleveland, Ohio; L. A. Sears, of the Sears & Nichols Co., Chillicothe, Ohio, besides the President and Prof. E. W. Duckwall, of the National Canners' Laboratory, and A. I. Judge of THE TRADE.

Mr. Polk: As there are a number of gentlemen present who were not at the Pittsburg meeting, I would like to ask the President to read the report of the last meeting (at Pittsburg) in order to lead to the discussion.

The Chair thereupon briefly reviewed the work done at Pittsburg,

This Machine



Does better and more uniform wrapping than could ever be done by the regular hand method--from eight hundred to one thousand cases a day is the minimum average. It cuts the cost of wrapping one-half, at the same time increasing the value of your goods by putting them out the way all cans should be wrapped.

The installation of a BURT WRAPPER is the way to increase the efficiency of your plant and reduce the cost of production.

Look into this now--it will pay!

Burt Machine Company, Baltimore.

adding that the full report of the meeting had been issued in book form and put into the hands of every packer. In order, however, to make the matter clear from all points of view, the Chair called upon each member in turn who had been present at the meeting, to express his opinion of the work done and to be done; and each one in responding showed by his remarks how fully he had entered into the spirit of the movement, believing enthusiastically in the great good the Association would do the business, and all expressed a firm confidence that the undertaking would be a great success.

All agreed that the apparent combined assault upon the fair name of canned goods, by all the leading magazines, incited to and led in their attacks by the Pure Food agitators, was doing the business a great deal of harm and could only be combated by the united efforts of all packers through the National Association of Packers of Pure Canned Foods, by showing the public that their product was pure and wholesome, and endorsed by the seal or emblem of the Association. This would compel these magazines to set the matter in the true light before their readers. While the object of the Association was not solely to combat this injustice, but was to increase the consumption of canned goods at home and abroad, to do this it was necessary to put down these attacks. Mr. Haserot pointed out that there must be a fundamental principle laid down by the Association, such as would meet with the approval of all packers and win the good will of the people at home and abroad. It would be the duty of the Association to give such a product as would meet with all the Pure Food Laws, and this brought up the question of how to define purity, and what constituted a standard.

A number of the officers of the Association had met on Thursday evening, the 20th, and discussed this proposition for four hours without coming to a satisfactory conclusion, but the world should know that all canned goods packers are with them in their desire for purity and not against them.

Mr. Orem spoke strongly in favor of the movement, pointing out that the canned goods business was over fifty years old, and yet had not gone ahead as much as some other lines had done in two years; showed that the consumption was ridiculously small in comparison with other articles and what it should be, and showed clearly that something must be done to advance the interests of the business, which means increased consumption. The Association was for this purpose and therefore commanded the assistance of all in the business.

Mr. Crary pointed out that some might object to the amount of the tax imposed upon all packers, but showed there could be no just ground for this, when the great benefit to be derived from the action of the Association was considered. Mr. Bailey endorsed the views of Mr. Crary, adding that the sinews of war must be gathered by this means in order to promote the consumption of canned goods. He showed that in putting any proprietary article upon the market it is the usual thing to devote to its advertising $100,000, and that figure was not too much for the good of the whole industry, and each and every one should be willing to lend his aid, in the small amount called upon.

The question of insurance was likewise taken up and heartily discussed, and it was shown that the Association could effect a saving of from 40 to 50 per cent on the present rates. Speaking on this question Hon. B. F. Bernold pointed out how the farmers of Maine had been able to save 60 per cent over the old line rates, by forming a mutual insurance fund. Mr. Rouse, who handles considerable insurance in his section, showed that in 6 years they had paid out over $150,000 for insurance and that twice within that time the rates had been advanced.

All these matters were left in the hands of the Executive Committee who would work out the questions into a solid, concrete idea and present them in that form to the packers. This will be forthcoming at a later date.

The Chair read a letter from Mr. E. Greenabaum, tendering his resignation as a member of the Board of Trustees, because of the lack of time to give it his proper attention.

The meeting then adjourned till 3 P. M.

In calling the meeting to order at 3.30 P. M. the Chairman called attention to the fact that the first work before the Board was the filling of the vacancies in the Board of Trustees. There were three members to be appointed.

Mr. Bailey in a neat speech proposed the name of Mr. I. A. Merrell for nomination and he was unanimously elected.

Mr. Sears in a witty little speech presented the name of S. F. Haserot, and he was enthusiastically received and voted for by all.

The third vacancy it was deemed best to leave unfilled, and it was so left open until the next meeting.

The Chair: The next matter before the meeting is the election of an Executive Committee, which is to consist of four members of the Board of Trustees, together with the President of the Association.

Mr. Towle: I move that a Committee of three be appointed by the Chair to retire and nominate the Executive Committee and report at once

The motion was seconded and carried, and the Chair appointed as

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

Burn Gas?

Certainly—but why not burn it properly—I sell a Burner at $2.00 that will save its cost in Gas saved in a month and give more heat.

"Now's the time."

E. J. JUDGE,

Canning Machinery,

17-19 Fremont Street, *San Francisco.*

the Committee Messrs Towle, Polk and Bailey, who, together with the Chairman retired to deliberate.

While the meeting waited for the return of this nominating committee an address on advertising, as connected with canned goods, was delivered by Mr. McMillan of the Butterick Company, and also by Mr. Porter, of N. W. Ayers & Sons. Their remarks were listened to with interest, and a vote of thanks extended to them.

Mr. Porter took occasion to say that what the packers should do was to go to the public direct, edcate them to the use of canned goods, tell them how to use them, how economical and good they are, and that if they did this consumption could be greatly increased.

Mr. Towle: As a Chairman of the Nominating Committee I beg to report that from the number of eminent men constituting the Board of Trustees, we have selected as your Executive Committee the following: Mr. Chas. Crary, Mr. I. A. Merrell, Mr. Hugh S. Orem, and Mr. Stare.

Mr. Haserot moved the adoption of the report and the election of the Committee as named; and after some discussion, the motion was seconded and carried, and the election was unanimous.

Mr. Crary moved that the discussions be continued until the morning, but in the meantime that a committee be appointed to draft a license and a form of By-Laws, the committee to consist of five members. This was seconded and carried, and the Chair appointed Messrs Fernold, Haserot, Stare, Bailey and Sears.

The Chair requested the Committee to report at 10 A. M. in the morning.

The Chair here reported that Prof. Duckwall had an important communication to make.

Prof. Duckwall here read a communication from Dr. Freer, stating that the Committee on the fixing of standards by the Agricultural Department would meet in Chicago on May 20th, and suggested that the packers ought to have some representation there, in order to put their case properly before the National Committee.

Mr. Haserot reported that he had received a like communication, and thought the Executive Committee should take some action in the matter.

Upon motion the meeting adjourned till 10 A. M. Saturday.

MEETING SATURDAY, 11.30 A. M.

President Rouse called the meeting to order, stating the first business before the meeting was to hear the report of the Committee on By-Laws.

Hon. B. F. Fernold: The Committee begs leave to report that it deems it inadvisable to adopt By-Laws until the reports of the special committees provided for by the Constitution have made their first report to the Board of Trustees; but desires to recommend to the Board the following plan of organizing and basis of membership.

WHEREAS, An Association of packers of pure canned goods has been organized, a Constitution adopted, and officers elected, and

WHEREAS, It is desired to enlist the aid and support of all packers of canned foods in the United States, therefore,

Be it Resolved, That there shall be established in the City of Buffalo a general office of the Association, with such clerical force and at such time as the Executive Committee may determine. That there shall be adopted by this Association a distinctive emblem which shall be the property of the Association.

That the use of this emblem shall be granted to the members of this Association under the following regulations:

A—Each member shall agree to allow such inspection of his cannery and method of manufacturing as may be from time to time decided upon by the Executive Committee.

B—Each member shall agree under penalty of $1,000, not to use the emblem of this Association on any canned goods that contain any ingredients prohibited by the laws of the United States, or by the rules of the Association.

C—That the rules that have been or may hereafter be adopted by the United States Department of Agriculture shall establish the standard of purity for all goods produced by the members of this Association upon which the use of the emblem will be permitted.

There will be established a Bureau of Statistics, the object of which will be to furnish to the members of this Association reliable information as to the crops, stocks and packs, to which it is desired all members shall contribute information.

A Committee on Legislation has been appointed, whose duty it will be to examine and keep in touch with all propsed legislation that is of interesting importance to the members of this Association, and aid and use their influence towards obtaining National Legislation.

There has been appointed a Committee on Freight, Telegraph and Express Rates, whose duty it shall be to secure to the members of this Association the benefits to be derived from a proper adjustment of freight express and telegraph charges.

There will be established a Bureau of Publicity, through which it is proposed by intelligent and well directed efforts in advertising, etc., to create a demand for pure canned foods, bearing the emblem of the Asso-

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,
308 CHESTNUT STREET,
Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

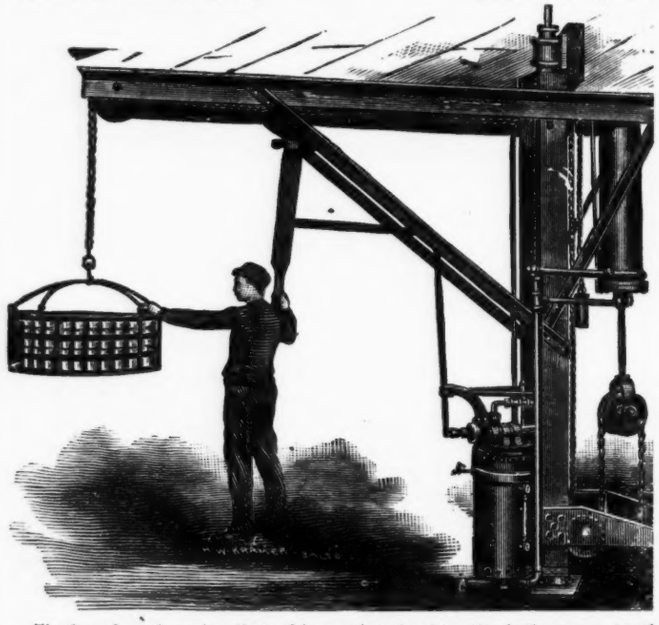
Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

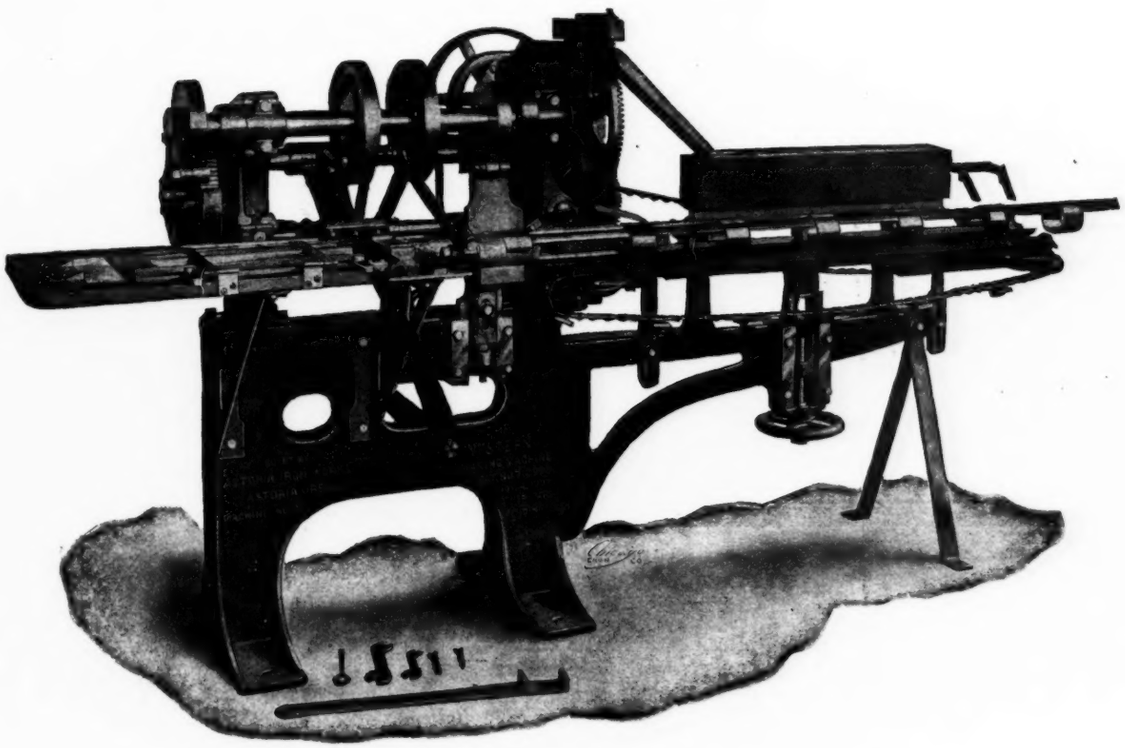
GEORGE W. ZASTROW,
MECHANICAL ENGINEER,
1404 to 1410 Thames Street, BALTIMORE, MD.



The Crane here shown is entirely of iron and steel, put together in the strongest possible manner, which, combined with its simplicity, reduces the liability to get out of order to the minimum. The consumption of steam used as an impelling force is very small making it very economical. To all the above may be added, one man can operate it, having control of the article hoisted and the crane. The control, by means of the shifter handle, is absolute in raising, lowering or stopping the goods at any desired point. Hand power can be attached when desired, at a small additional cost, thus adding another desirable feature. Can refer to Wm. Numsen & Sons, Baltimore; Gibbs Preserving Co., Baltimore; C. E. Sears & Co., Circleville, O.; Buckeyestown Canning Co., Buckeystown Md.; Wm. Grecht & Co., Baltimore; W. W. Boyer & Co., Baltimore; T. J. Meyer & Co. Baltimore; Greenabaum Bros., Seaford, Del.; B. F. Shriver & Co., Union Bridge Md. Smith Yingling & Co., Westminster, Md.; Dunbars & Sons, New Orleans; Barataria Canning Co., New Orleans; Sciota Canning Co., Ashville, Ohio; Monocacy Canning Co. Frederick, Md.; Sac City Canning Co., Iowa; Salisbury Bros., Ridgely, Md.; F. & J. J White, Williamstown, New York; Ross Bros., Seaford, Del.; Geo. W. Stradley, Laurel Del.; The John Boyle Co., Baltimore, David Reis, Milford, Del., and others.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,
Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

ciation, thereby increasing the consumption of canned foods, and establishing in the public mind the fact of the purity of the goods produced by the members of this Association.

There has been appointed a Committee on Insurance, whose duty it shall be to examine and keep in touch with all proposed legislation that is of interesting importance to the members of this Association, and aid and

Signed: B. F. FERNOLD,
S. F. HASEROT,
FRANK STARE,
G. G. BAILEY,
L. A. SEARS.

Mr. Merrell moved that the report be accepted and placed on file, subject to the action of the Executive Committee, and the motion was seconded and carried.

Mr. Crary: I understand that this is only offered as a basis upon which to work, a nucleus around which will be built by the Executive Committee, the actual By-Laws or working rules of the Association.

He was assured that such was the case.

The Chair: The next matter to come before your attention is the election of the various Committees by the Executive Committee, and I report these as follows:

Committee on Freight, Expressage and Telegraph Rates: S. F. Haserot, T. W. Towle, and Grafton Johnson.

Legislative Committee—H. S. Orem, Chas. S. Crary, and S. F. Sherman.

Arbitration Committee—L. A. Sears, Grafton Johnson, W. R. Roach.

Insurance Committee—B. F. Fernold, S. F. Sherman, S. F. Haserot.

Mr. Polk: I move that the report be accepted and the Committees be confirmed. Seconded and carried.

Mr. Merrell: The Executive Committee thought it best that the next meeting be called by them, when they have sufficient data on hand, and I therefore move that this meeting adjourn, subject to the call of the Executive Committee. Seconded and carried.

A motion was made here that in as much as there had been considerable expense attached to the formation of the Association up to the present time, that the present members of the Board of Trustees, who were thereby members of the Association, should subscribe a percentage of their regular tax, based upon their pack of last season, so as to meet these expenses. After considerable discussion, which brought out the fact that a large number of applications had already been received by the various members for admittance to the new Association, this resolution was passed and all present pledged themselves to meet these expenses as proposed, and it was further moved that a notice to this effect be sent to absent members of the Board.

Mr. Fernold here moved that the Association adjourn, subject to the call of the Executive Committee, and it was seconded and carried.

IN THE HOTEL CORRIDORS.

Mr. Frank Achilli, representing the American Can Co., was present to shake hands with his many friends. There are few men better posted in the business or more widely known than he, as he has grown up in connection with canned goods, and has attended Conventions since their first beginning.

Mr. Thomas G. Cranwell, the debonair and popular President of the Continental Can Co., was a prominent figure at the meeting. He states his company is shipping cans from its Syracuse plant, and will be shipping them this week from the Chicago plant. As usual he was not behind in providing a lavish entertainment for his friends.

Mr. Langbridge, of the J. B. Rice Seed Co., was present with his hearty greeting, for he knows all canned goods packers.

Mr. B. F. Cake, the Philadelphia representative of the United States Printing Co., was on hand with Mr. Crump, a name long familiar to all users of good labels.

Mr. W. W. Woodruff, the well-known broker of Pittsburg, was in the lobby shaking hands with his many friends.

Dover, Del.—Incorporated: Sherman-Heath Canners Co., Brookline, Mass., to can vegetables, fruits, etc. Capital stock, $50,000.

Mechanicsville, N. Y.—Fire destroyed the old building of the Hudson Valley Canning Co. here, now owned by Wm. T. Wiley. Total loss about $12,000.

Rockland, Me.—The John Bird Company has leased of the Sea Food Packing Company on Tillson's wharf for a period of one year. They will utilize the plant for the packing of sardines and if the business proves successful will probably renew the lease for an indefinite period. The sardine business will be managed for the John Bird Company by Almon Bird and Alan L. Bird. The factory will be put in proper shape to turn out goods as soon as possible. The concern will pack standard and fancy grades of sardines. The plant will be opened up as soon as the stock can be ordered and brought here.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

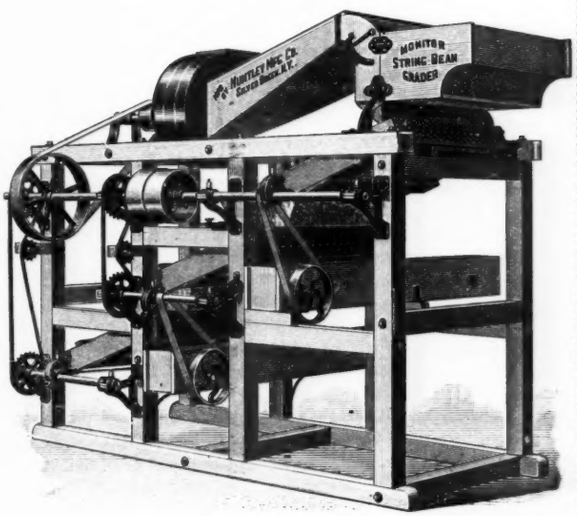
Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

The Monitor String Bean Grader

is the greatest profit producer, because it produces the BEST work, in MAXIMUM quantities, at MINIMUM expense.



It makes four distinct grades which are absoltutely uniform and unequalled by any other machine on the market.

The beans are subjected to a perfectly controlled air separation which removes the foreign matter.

Its life is twice that of other machines because its action is accurate and positive, minimizing wear and eliminating jarring.

It combines every advantageous feature possible to a String Bean Grader and has no disagreeable feature whatever.

Write for the catalogue of the complete Monitor line of Canners' Machinery.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

PURE FOOD LAW OF NORTH DAKOTA.

New Law Fathered by Prof E. F. Ladd—Some Good Points To It.

(*Conclusion.*)

Section 11. Appropriation. To carry out the provisions of this act, out of any money in the State treasury, not otherwise appropriated, the sum of fifteen hundred dollars is hereby annually appropriated to the said North Dakota Government Agricultural Experiment Station, which sum shall be paid in equal quarterly installments to the treasurer of the board of trustees of said station, upon the order of the State auditor who is hereby directed to draw his order for the same.

Section 12. No Action in Court. No action shall be maintained in any court in this State on account of any sale or other contract made in violation of this act.

Section 13. Repeal. All acts and parts of acts inconsistent with the provisions of this act are hereby repealed.

HINTS AND GUIDES FOR THOSE WHO WOULD COMPLY WITH THE PURE FOOD LAW, DRUG AND OTHER LAWS.

It is the duty of the Government Agricultural Experiment Station at Fargo, North Dakota, to examine all food products offered for sale in the State and when found to be adulterated to cause the offending party to be prosecuted for violation of the law.

By vote of the Board of Trustees of the Agricultural College the Chemist of the Experiment Station (E. F. Ladd) becomes the Food Commissioner for North Dakota and is charged with the duty of enforcing the law in so far as it is made a part of the duty of the station.

Retail grocers and all merchants dealing in food products in making contracts for a new supply of goods should specify that the same must comply with the requirements of the Pure Food Law. Some of the conditions of this law are as follows:

1. All foods and beverages must be free from coal tar dyes.
2. They must be free from chemical preservatives; formaldehyde, benzoic acid, sulphurous acid, boracic acid, salicylic acid, hydroflouric acid, saccharin, betanapthol or any salt or antiseptic compound derived from these products.
3. They must be labeled true to name in every respect.
4. Every package, bottle or cartoon must bear the true net weight.
5. It must bear the true name of the manufacturers or jobbers.
6. It must show the true grade of class of the goods.
7. The use of benzoate of soda one part in 2000 is permitted in certain classes of perishable goods sold in bulk.
8. If any substance has been added so as to deceive or mislead the purchaser the product is adulterated.
10. Mixed or compound substances may be sold when properly labeled.
11. Vinegars must be sold under true names. Cider vinegar must be made wholly from apples.
12. The sheriffs in each county are deputies for guarding against the sale of adulterated food products in each county.
13. The station is authorized to fix standards of purity, quality or strength.
14. Any citizen may have foods analyzed at the Experiment Station.
15. Twice each year county auditors must publish in the official county paper a list of all adulterated foods found on sale in the State.
16. If adulterated goods are sold no action can be maintained in any court in the State for the purpose of collecting outstanding bills for the same.
17. The court may confiscate goods found to be adulterated.
18. The State's attorney must prosecute all persons violating the law when evidence has been furnished by the Station.

PRESERVATIVES PERMITTED.

Until further notice the use of benzoate of soda in accordance with the terms of the food law (section 2, clause 4 of the provision) is deemed permissable in tomato catsup, in crushed fruits intended for use at the soda fountain, in natural fruit syrup prepared for soda fountain use and in bulk ciders from natural fruits.

CANNED GOODS.

Canned goods must be free from all coal tar dyes or other foreign colors, bleaching agents, fillers (as starch or flour in corn), chemical preservatives or saccharin and be preserved by sterilization with heat only. Copper salts, alums, or iron salts are not permissable in peas, beans, etc.

Soaked Goods. All products put up from previously dried or partially desiccated products shall be plainly labeled "Soaked" in letters not less than two line pica in size.

Catsup must be made from ripe tomatoes without the addition of a filler, saccharin or foreign color.

Strawberry. *Raspberry.*

Vegetable Colors.

The Food Laws and Rulings of Food Commissioners are opposed to coal tar colors. Carmine and Cochineal are not vegetable colors. We offer

RED, BLUE, YELLOW, GREEN, &c.

STRICTLY VEGETABLE COLORS

OF GREAT INTENSITY AND ABSOLUTE PURITY.

THE ONLY SAFE COLORS TO USE.

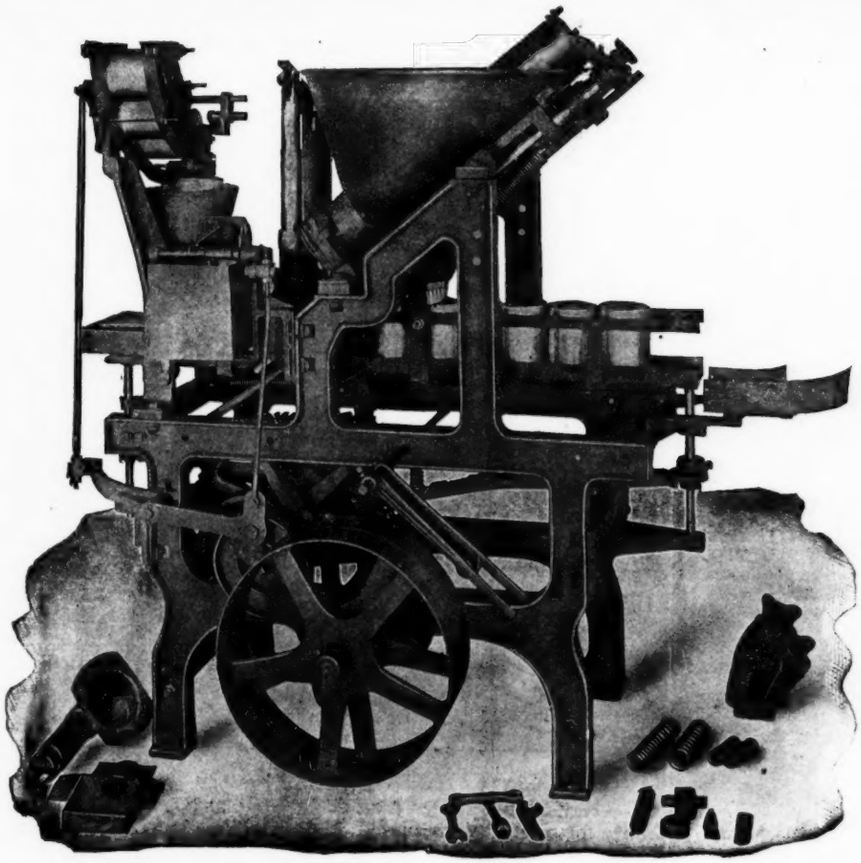
Prices and particulars on application.

THE PRESERVALINE MFG. CO.,

41-43 Warren Street,
NEW YORK.

CHICAGO,
190 Michigan Street.

SAN FRANCISCO,
441-443 Third Street.



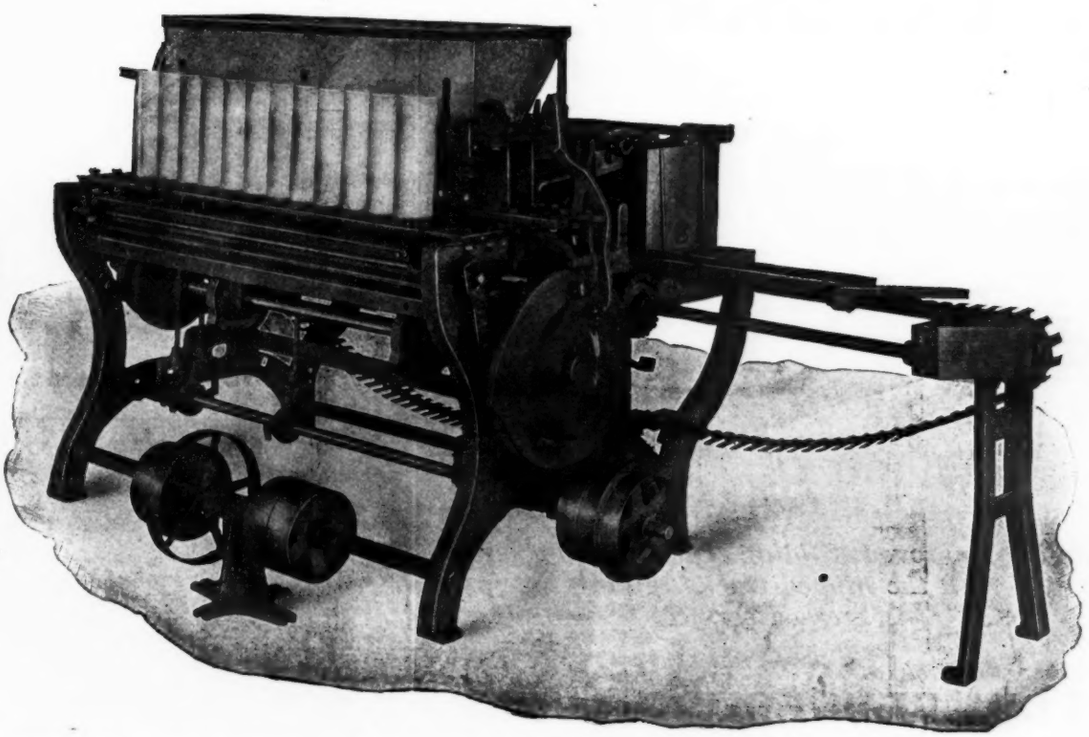
King Tomato Filler

WITH ATTACHMENTS.

Uniform Fill.
No Waste.
Whole Tomatoes.

SEND FOR CATALOGUE.

Ballard Pea Filler.



AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Pickles must be true to name, free from saccharin, preservatives, copper salts, alums or iron salts.

FRUITS, JELLIES, JAM, PRESERVES, ETC.

These must be free from coal tar dyes, must not be colored and labeled to imitate some other product so as to deceive or mislead the purchaser. They must be free from all prohibited or other injurious preservatives. They must be sweetened with sucrose and made exclusively of the fruit specified in the name.

Glucose, jellies, jams, etc., are made from pure fruit or fruit juices sweetened with glucose or sucrose and a statement as to the per cent of each.

Imitation fruit, jellies, jams, etc., are substitutes for fruit jellies and made from glucose or other harmless products free from preservatives, coal tar dyes, etc.

Every artificial product made in part or in whole of glucose, dextrine, starch or other substances not injurious to health may be distinctly labeled "Imitation fruit, jelly, jam or butter," but must not contain the name of any fruit so as to deceive or mislead the purchaser.

VINEGARS.

All vinegar must contain at least four per cent of absolute acetic acid carrying in solution, if undistilled, extractives from the fruit, grain, vegetable or syrup used in their preparation. The term "Vinegar" is limited to water solution of acetic acid derived from alcohol by fermentation.

Cider or apple vinegar must be made wholly from the fermented juice of the apple. Artificial or other vinegars fortified with another must not be sold as cider vinegar. The addition of apple pomace or apple jelly to vinegar does not entitle it to be sold as cider vinegar.

Malt vinegars must be made entirely from an infusion of malted grain.

Wine vinegar is the product made by the fermentation of the juice of grapes.

Spirit distilled or white vinegar is the product made by the acetic fermentation of distilled alcohol.

GENERAL RULE.

Whenever the words "Artificial," "Compound," or "Imitation," etc., are permissable and used these words must be printed immediately preceding or following the word they are intended to modify, in the same size type and equally prominent with the words they modify.

Central City, Ky.—The Central City Canning Company, with $20,000 capital, was incorporated here and the following officers were elected: S. J. Gish, president; T. I. Fortney, vice-president, P. K. Salsberg, secretary and treasurer.

Aberdeen, Md.—Messrs. H. C. Steckel and William G. Hewett have formed a corporation for the purpose of carrying on the canned goods business in Baltimore. They were both formerly members of the Strasbaugh-Steckel-Hewett Company, of Aberdeen.

Newburyport, Mass.—The season for canning American sardines opened Saturday. Fish suitable have been reported as plentiful in other waters along the Maine shores and Canada, but owing to the ice in the bays and harbors during the winter many of the weirs were almost wholly destroyed.

Pittsfield, Mass.—An effort is being made to collect the money from the Tyringham stockholders of the Lee Canning Co., but they have refused to pay and the Eastern Industrial Co. of New York, which is pushing the enterprise say that it will be carried to the courts. The building has been accepted and $5,200 of the capital stock of $13,000 has been paid in.

Brooklyn, N. Y.—The Port Jefferson Can Company, of Pork Jefferson, Suffolk County, has been incorporated to make and sell sheet iron ware. Capital stock, $10,000. The directors are Nelson W. Davis, William H. Brewster and Thomas J. Ritch, Jr., of Port Jefferson.

FOR SALE.

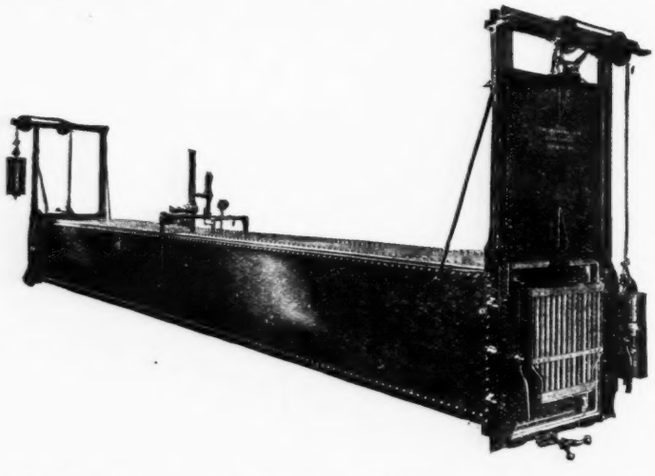
Hawkins capper as good as new. Wire for particulars. Address,

4-21-05 H, Care of The Trade.

FOR SALE.

Having more Seed than we intend planting this season, we have for sale an extra fine lot of Stowell's Evergreen seed Corn, which we will sell cheap, will guarantee 95 to 100 per cent to germinate. Address A. E. RITTY CANG. CO.
4-28-2t. 126 Salem Ave., Dayton, Ohio.

Oyster Steam Box



With Improved Sliding Doors, doing away with the hinged tracks, giving increased service.

EDW. RENNEBURG & SON,

Machine and Boiler Works,

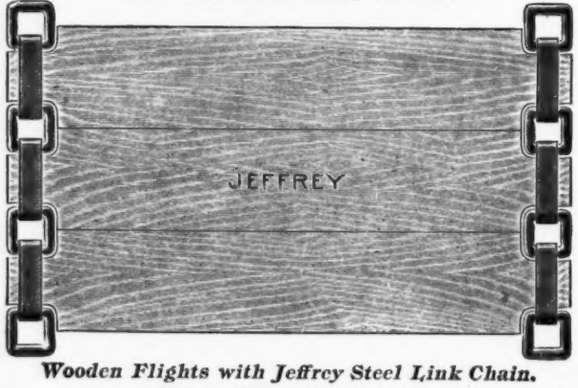
1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

JEFFREY CONVEYORS
For CANNING AND PACKING INDUSTRIES

"Century" Rubber Belt for Bulk or Packages

CATALOGUE 67-A, FREE.



Wooden Flights with Jeffrey Steel Link Chain.
CHAIN CATALOGUE 72-A.

For Estimates and Prices, address
THE JEFFREY MANUFACTURING COMPANY,
COLUMBUS, OHIO, U. S. A.

RECEIVERS SALE.

The property of the Morrice Canning Co. will be sold at auction on the premises at 2 o'clock May 3rd, 1905. This property is nearly new and in first-class shape ready to operate and cost over $8000, and is located in a fine agricultural district and a thriving village.

For particulars address

JOHN J. WILES, Receiver,
Morrice, Mich.

FOR SALE OR EXCHANGE

2 Pea Fillers and Briners, 1 Pea Grader, 1 Pea Podder, 2 Corn Cutters.,

OWEN SOUND CANNING CO.
Owen Sound, Ont. Can.

WANTED.

Two second-hand grasshopper tomato scalders; state condition, price and location. Address

STOCK,
Care of The Trade.

FOR SALE.

Two (2) Slaysman Rotary Crimpers, for Nos. 1, 2, 3 and gallon cans, good as new. Address,

CRIMPERS,
tf Care of The Trade.

FOR SALE.

The following Machinery in good running order:

One Sprague Corn Cutter, right hand
One " " " left "
One Corn Cob Carrier for same,
One Merrell & Soule Double Silker,
One Hemingway Telescope with automatic feed the latest.
One Climax Capping Machine,
Ten Steam Retorts for two Crates each, Size of Cookers 45 in. x 31 inches.

I will sell the above outfit for One Thousand Dollars. This price is subj ectto being sold. J. B. McNAB,
4-28-4t. Salem, Ohio.

FOR SALE CHEAP.

One "Eureka" Green Pea Grader complete with 21 sieves. In excellent condition. Reason for selling, discontinued packing peas. Address
4-14-t. f. GRADER, care of "The Trade."

FOR SALE CHEAP.

1 No. 6 Monitor Green Pea Grader, good as new. 1 Sinclair Scott Green Pea Podder or Burster, in good condition, also 2 Blanching Tubs.

THE JAMES WALLACE PKG. CO.
4-14-t. f. Cambridge, Md.

FOR SALE.

300 bushels Admiral and 200 bushels Glory Seed Peas. Hand-Picked. Cheap. Address

F. D. No. 226 Sheboygan St.,
Fon du Lac, Wis.

FOR SALE.

A complete Canning Factory, equipped for corn and tomatoes, situated at Peach Bottom, York County, Pa. Good crops and experienced help. Address, W. J. BARNETT,
3-24-2m Delta, Pa.

FOR SALE.

50 bu. each, Old Colony and Stowell Evergreen Sweet Corn Seed, this selected seed grown from selected stock and tested; grows test 85 to 95 per cent, Price and samples on application.

ROCK ISLAND CANNING CO.,
Sears, Ill.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Wm. Pomerich, Oshkosh, Wis.
Geo. Schneider, Philadelphia, Pa.
Adams Bros. & Co., Philadelphia, Pa.
Geo. Eaemish, Winsor, Wis.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.

Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y., U. S. A.

AT THE THEATRES

Week of May 1, 1905.

FORD'S.

GRACE GEORGE,

Matinees Monday, Wednesday and Saturday.

MARYLAND.

KEITH'S VAUDEVILLE STARS.

Matinee Daily.

AUDITORIUM.

THE SHOW GIRL.

Matinees Tuesday, Thursday and Saturday.

BLANEY'S

FROM RAGS TO RICHES.

Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.

CONFESSIONS OF A WIFE.

Matinees Monday, Wednesday and Saturday.

MONUMENTAL.

THE BON TONS.

Matinee Daily.

FOR SALE.

The following machinery, in perfect running order, is offered at bargain prices:

1 Crosby Lock Seamer, with equipment for two and three pound cans.

1 Crosby two pound Header.

1 Crosby Rotary Crimper for two pound cans.

1 Crosby Rotary Crimper for three pound and gallon cans.

1 Crosby Invertible End Soldering Machine.

1 U. I. D. Co. Header for two and three pound cans.

1 Conant Single Cooker.

1 Conant Double Cooker.

3 1893 pattern Sprague Corn Cutters.

1 Burnham Double Cooker.

1 Stevens Tomato Filler.

2 Springfield No. 3 Gas Machines.

For particulars, address,

S. F. SHERMAN,

Utica, N. Y.

OUR

SOLDER Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

A Canner's Trust

has to be placed in the machinery and appliances he uses, therefore a fhrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

We can Supply the Stock of

Crane Fixtures, Crates, Fixtures, Fire Pots, Burners, Valves, Furnace Doors, Grate Bars, Gasoline and Air Tanks, Jacket Kettles, Scalding Baskets, Steam Gauges, Trucks, Fruit knives and Parers, Capping and Tipping Coppers, Hand Cappers, Steels, etc., all at lowest prices. And

Tomato Scalders. Process Kettles. *Order at Once*

A. K. ROBINS & CO.

(S. M. SINDALL.)

AGENTS FOR

King, Queen,

Moore & Bristols,

and Stevenson,s

TOMATO FILLERS.

726 E. PRATT ST., BALTIMORE, MD

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.		Regular.	
Standard 2s	$	.....	50	.....
" 3s	.....	.....	57½	70
" Gallons	.....	.....	1 65	1 90

BAKED BEANS.

Lunch 1s	$	.....	31	42
" 2s	.....	.....	40	70
Tall 2s	.....	.....	40	70
" 3s	.....	.....	55	90

BEANS.

Green String 2s	$	.....	50	75
" " 3s	.....	.....	75	90
" " Gallons	.....	.....	2 00	2 25
White Wax 2s	.....	.....	45	65
" " 3s	.....	.....	80	90
" " Gallons	.....	.....	1 75	2 00
Refugee 2s	.....	.....	80	.....
" Extras, 2s	.....	.....	1 25	1 50
Green Lima 2s	.....	.....	.....	90
" " small 2s	.....	.....	.....	1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	.....	50	.....
" Extra Fancy Preserved Strawberries	.....	.....	1 20	1 25
No. 1 Ex. Pres. Strawberries	.....	.....	85	.....
" 2 Standard Raspberries	....	.....	75	.....
" Ex. Pres. Red Raspberries	.....	.....	1 20	.....
" Standard Blackberries	.....	.....	90	.....
" 3 " "	.....	.....	.....	.....
" 2 Extra Blackberries	.....	.....	1 20	.....
" " Fancy "	.....	.....	.....	.....
" Standard Gooseberries	.....	.....	90	.....
" " Blueberries	.....	.....	70	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	.....	90	95
" " Pres	.....	.....	1 10	1 15
Blueberries, 2s	.....	.....	65	70
Strawberries, 2s	.....	.....	50	55
" Preserved 1s	.....	.....	75	80
" " 2s	.....	.....	1 15	1 30
" Gallons	.....	.....	.....	.....
Gooseberries, 2s	.....	.....	85	90
Raspberries, Red 2s	.....	.....	65	67½
" " " Preserved	.....	.....	1 00	1 10
" Black 2s	.....	.....	65	67½
" " " Preserved	.....	.....	1 00	1 10

CHERRIES.

Red 2s	$	.....	55	60
White 2s	.....	.....	90	1 10
Extra White	.....	.....	1 20	1 30

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	.....	62½	70
" Choice	.....	.....	75	80
" Dry Pack	.....	.....	75	90
" Shoe Peg	.....	.....	77½	1 00
" Choice Standard County	.....	.....	.....	.....
" Standard County	.....	.....	.....	.....
" " Extra County	.....	.....	.....	.....
" Fancy County	.....	.....	.....	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	.....	55	60
" New York or Maine Style	.....	.....	55	70
" Seconds, Soaked	.....	.....	.....	.....
" Standard, Evergreen	.....	.....	50	55

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	.....	55	60
" New York or Maine Style	.....	.....	67½	75
" Seconds	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	.....	50	.....
" " " Dry Packed	.....	.....	65	.....
" Ex. Sugar Corn, fine qual., dry pk'd.	.....	.....	85	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50	55	57½
" New York or Maine Style Dry Pack	.....	50	55	60
" Seconds " " "	.....	.....	.....	52

CORN AND TOMATOES.

No. 2	$	.....	65	.....
No. 3	.....	.....	.....	.....

OKRA.

Standard 2s	$	.....	.....	70
" 3s	.....	.....	.....	90

OKRA AND TOMATOES.

No. 2	$	.....	57½	60
No. 3	.....	.....	70	75

OYSTERS.

	Cash.		Regular.	
2s, 4 Ounce	$	.....	75	.....
1s, 5 "	.....	.....	80	90
1s, 8 "	.....	.....	1 40	1 45
2s, 10 "	.....	.....	1 50	1 65
1s, Light Weight	.....	.....	45	47½
2s, Light Weight	.....	.....	.....	.....
1s, Lunch Tins	.....	.....	.....	.....
1s, 6 Ounce Selects	.....	.....	.....	.....
2s, 12 " "	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	.....	1 00	.....
" 2 "	.....	.....	.....	.....
5 oz. No. 1 Standards	.....	.....	.....	80
10 " "	.....	.....	.....	1 50
5 oz. Standards, tall cans	.....	.....	80	.....
10 " " "	.....	.....	1 50	.....
4 oz. No. 1 Cove	.....	.....	75	.....
8 " 2 "	.....	.....	1 40	.....
No. 1 Light Weights	.....	.....	45	.....
" 2 " "	.....	.....	85	.....

PEARS.

Bartlett 2s	$	65	.....	.....
" 3s	.....	75	.....	.....
Extra Bartlett 2s	.....	.....	.....	.....
" " 3s	.....	.....	.....	.....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	.....	1 30	1 60
" Seconds, "	.....	.....	1 12½	1 15
" Pie Unpeeled	.....	.....	75	80

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	.....	1 50	1 60
3-lb. " Selected " "	.....	.....	1 65	1 75
No. 3 Standard, Yellow, country packed	.....	.....	1 40	1 45
" Seconds, Yellow	.....	.....	1 12½	1 15
" " White	.....	.....	1 05	1 10
2-lb. " Peaches	.....	.....	85	90
No. 2 Standard, Yellow	.....	.....	1 10	1 15
" " White	.....	.....	1 10	1 15
Gallons, Pie	.....	.....	2 65	2 75
3-lb. Pie	.....	.....	72½	80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	.....	.....	1 10
" Extra Standard, Yellow	.....	.....	1 15	1 20
" Seconds, White	.....	.....	80	85
" " Yellow	.....	.....	85	90
No. 3 Standard, White	.....	.....	1 40	1 50
" " Yellow	.....	.....	1 45	1 50
" " Extra Yellow	.....	.....	1 65	1 75
" Off Standard, Yellow	.....	.....	1 30	1 40
" Seconds, White	.....	.....	1 07½	1 15
" " Yellow	.....	.....	1 15	1 25
" In Syrup	.....	.....	1 35	1 40
" Pie, Unpeeled	.....	.....	85	90
No. 6 " "	.....	.....	.....	.....
Gallons, Pie, Unpeeled	.....	.....	2 75	2 90
" " Peeled	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	.....	75	.....
" " Peeled	.....	.....	1 00	.....
Gallon Pies, Unpeeled	.....	.....	2 60	.....
" " Peeled	.....	.....	3 75	.....
No. 2 Seconds, White	.....	.....	80	.....
" " Yellow	.....	.....	85	.....
No. 3 Seconds, White	.....	.....	1 10	.....
" " Yellow	.....	.....	1 15	.....
No. 2 Standards, White	.....	.....	95	.....
" " Yellow	.....	.....	1 00	.....
No. 3 Standards, White	.....	.....	1 40	.....
" " Yellow	.....	.....	1 45	.....
" Ex. Selected, Yellow	.....	1 60	1 75	.....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	.....	65	75
" " " Sifted	.....	.....	85	1 10
" " " 2ds, labeled Standard	.....	.....	55	60
" Soaks	.....	.....	40	45
" Seconds	.....	.....	55	60
" Marrowfat, Full Standard	.....	.....	65	70
" " White	.....	.....	.....	.....
" " Soaks	.....	.....	40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	.....	.....	75	85
2 " Sifted	.....	.....	1 00	1 20
2 " Extra Sifted	.....	.....	1 10	1 35
2 " Extra Fine Sifted	.....	.....	1 40	1 60
2 " Petit Pois	.....	.....	1 75	2 00
2 " Off Standard	.....	.....	70	75
2 " Off Sifted	.....	.....	85	95
2 " Off Extra Sifted	.....	.....	95	1 15
2 " Off Sifted Petit Pois	.....	.....	1 40	1 75
2 " Seconds	.....	.....	60	70
2 " " Sifted	.....	.....	80	85
2 " " Extra Sifted	.....	.....	90	1 10
2 Marrowfat	.....	.....	75	85
2 " Sifted	.....	.....	85	95
2 " Extra Sifted	.....	.....	1 10	1 30
2 " Seconds	.....	.....	60	75
2 Sweet Extra	.....	.....	90	1 00
2 Sweet Petit Pois	.....	.....	.....	1 30

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan.Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	.....
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	.....	.....
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	.....	.....
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	90	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	65	.....
" " in Syrup	.....	.....	70	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	60	.....	62½	.....
" Seconds	.....	.....	57½	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 65	.....	1 75	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	.....	62½	65	67½
" Seconds, Labeled Standards	.....	.....	60	62½
No. 2 Full Standards	.....	.....	50	.....
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	65	.....	.....
" " Country	62½	65	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	62½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	47½	.....	.....	.....
Gallon Standard Tomatoes	1 80	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 00 @	2 25
" Maryland gallons	.....	1 90
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	4 00
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	65	67½
" Baked, No. 3	72½	75
" N Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	80	85
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 75
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	75	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 65	1 75
" " " flats, 1-lb	.....	1 85
" " " ½-lb	1 12½	1 25
" Alaska Red, talls, 1-lb	1 15	1 23½
" Medium Red, talls, 1-lb	1 07½	1 10
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	1 07½	1 10
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	65	70
" No. 3 " New Jersey	70	75
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar			
Wire Coil	$ 18	17	16
Wire Segments	18½	17½	16½

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$30 80	31 00	.....	.....
Malacca	30 80	31 00	.....	.....

PIG LEAD.

Omaha	$ 4 70	4 75	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

We understand that SACCHARIN, as such, has been withdrawn from the market, and also the same article sold under several different names by several concerns.

They Could Not Stand The Test.

HEYDEN SUGAR, *the OLDEST and BEST, survives them all.*

This was introduced in America about six years ago by us. It has outlived all others.

Why?

Because it is the only SUGAR to use, outside of the Sugar Trust.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,

122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **SEVENTH & GOUGH STREETS, BALTIMORE, MD.**

ESTABLISHED 1870.

MAIER'S EXCELSIOR SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES, ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

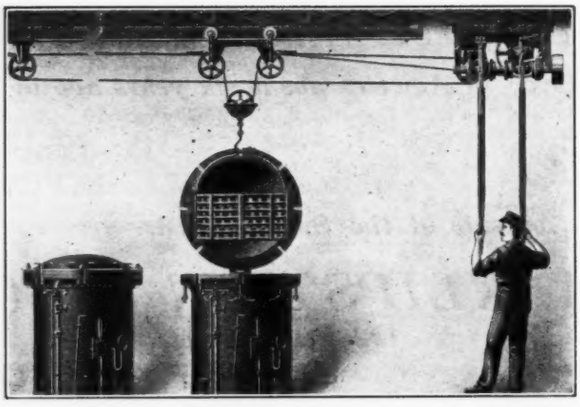
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY,

SOUTH BETHLEHEM, PA.

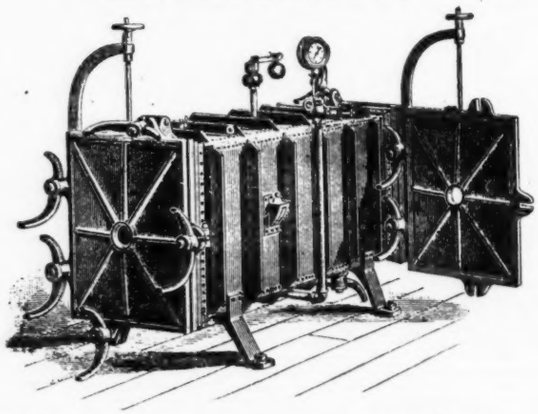
We are Specialists in Hoisting Machinery.

VANCE & BAKER MANUFACTURING CO.

MANUFACTURERS OF

CANNING MACHINERY

MUSCATINE, IOWA.



Standard Steam Boxes,
Upright Process Kettles,
Horizontal Kettles,
Open Vats,
Power Tomato Scalders,
Hand Tomato Scalders,
Double and Single,
Power Cranes,
Traveling Hoists,
Capping Machines,
Exhausters, Trays,
Factory Trucks,
Hoop Iron Crates,
Boilers and Tanks.

Workmanship the Best that Skilled Mechanics can Produce.

ESTIMATES FURNISHED ON SPECIAL WORK.

OUR CATALOGUE FOR THE ASKING.

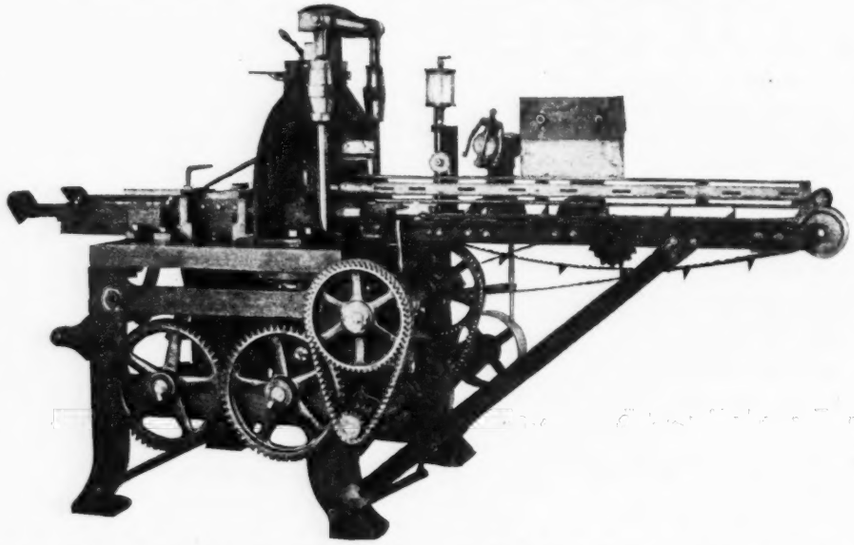
STEVENSON'S

LATEST IMPROVED SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.

This cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The capacity of the machine is 50,000 bodies per day.



An important feature of this machine is its quick adjustment to the size can to be made.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.
Machinery of all kinds Built to Order and Repaired.

STEVENSON & CO., 601-7 S. Caroline St., BALTIMORE, MD.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A thoroughly competant preserver who understands the manufacturing of preserves, jellies, pickles, catsup, bake-beans, etc. State experience, wages expected and give reference. Address B. B. C. Care of the Trade.

WANTED.—An up-to-date preserver, one capable of manufacturing high grade preserves, Jellies. and mincemeat, as well as compound and cheap goods. Must be experienced in all departments. A good situation for right man. Address "Preserver" this office.

WANTED—An experienced Die Maker familiar with the making of dies for can making machinery. Address, Virginia Can Co., Buchanan, Va.

WANTED.—One thoroughly competent and with experience in canning Maine and New York style corn, hand and machine packed tomatoes, New York style apples, good dry pumpkin, string beans. Processor must have had a few years experience as head processor in a factory, who has had experience in having charge of the help as well as the interior working of the factory, and competent to keep his machinery in repair. Give names of whlesale houses and brokers who have handled your goods as your reference, also former employer. Parties who assume to be processors who have worked only as a helper, or as second or third hand in a factory need not reply, as it would be waste of time. Address W. P. "The Trade."

WANTED—A man to take charge of a can shop in the winter on square cans—one that can sharpen dies and set them in the presses, and to run an engine on an ice plant in summer time; must be sober, and a man that can take care of machinery. Address, J. B. McNab, Salem, Ohio.

WANTED—Active young man to take charge of cooking-room and oversight of cappers. State experience and wages required. Permanent position with advancement, if industrious and loyal. Address "Opportunity" care of The Trade.

SITUATIONS WANTED.

WANTED—Position by up-to-date processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc., or in other words, fruits and vegetables of all kinds. Best of references. Address, Practical, care of The Trade.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish reference if desired. Address X, care of The Trade.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

WANTED—Position as Superintendent Processor; have had 13 years experience in Packing and Processing all kinds of fruits and vegetables. I am up-to-date in steam fitting and the installation, care and working of all the modern machinery used in a factory—in fact, can give plans and superintend the building of new plants complete; am a good manager of help, am strictly temperate and can give the best reference. Address, G. G. W., 612 East Grand River Street, Clinton, Mo.

WANTED—Position as processor for pea pack only in 1905. Expert on peas, large experience best of references. Address "Eastern" care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Now at liberty to engage with reliable established firm as Superintendent or Manager for 1905. Expert Corn and Pea Processor. Over twenty years experience in packing all kinds of fruits, vegetables and meats. Can build plant and set up all machinery if necessary. Have successfully managed all classes of help. Can furnish as good references as any man in the business. Have connections with very best wholesale houses east and west, and can aid you in selling your goods and extending your business. If you are willing to pay for experience and reliability, let me hear from you. Address, "New York," care of THE TRADE.

POSITION WANTED—Thoroughly up in the following lines: Condensed soups, 21 varieties; straight cream soup, 6 varieties; Scotch jams, jellies, and marmalade, pickled peaches, catsup, baked beans, hominy, pumpkin Address, M. W., care of The Trade.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

EDWARD GUDEMAN, Ph. D.

Consulting Chemist Chemical Engineer

LEGAL AND TECHNICAL EXPERT

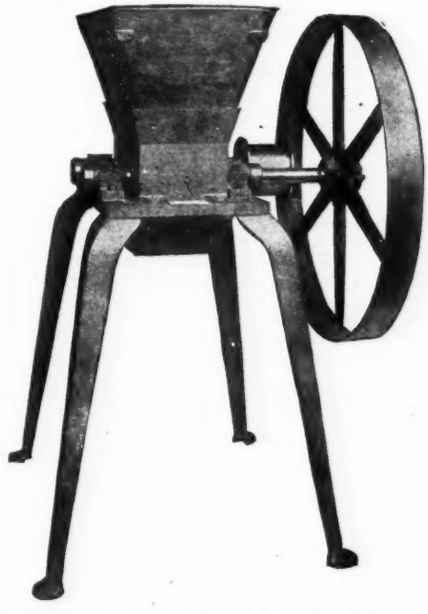
Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

On
Business Corresponce
address us
Cadiz, Ohio.
Chisholm-Scott Co.

PINEPPLE GRATER.

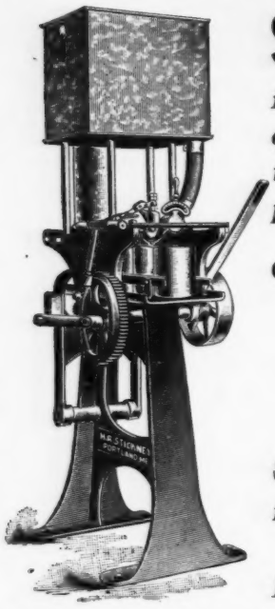
The 75 saws in base of hopper, equally divided on two shafts and interlacing and running into one another. The hopper is made of white pine wood and the discharging schute is also lined with wood.
Capacity, the pack of any ordinary house.



The John R. Mitchell Company

Canning and Canmaking Machinery,

Foot of Washington St., Baltimore, Md., U.S.A,



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

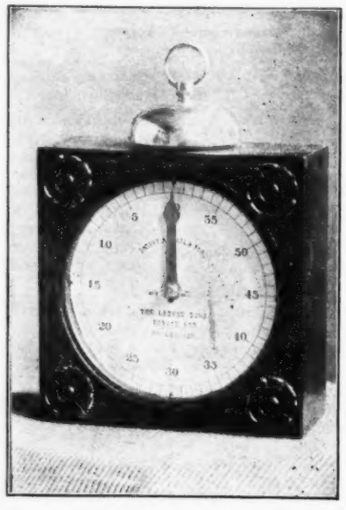
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Newest Time Device.

THE CLOCK WILL TELL YOU, AND KEEP YOU RIGHT

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings; not once, but first one minute before the time, and then again ***right on time.***

Dials Made With 60 or 120 Minutes, Just as Ordered.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No. 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, —Tin Plate.—

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces
—20,000 Pounds Per Day.—

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,
Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

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CORN AND TOMATOES A SPECIALTY.

TIN STRIPS AND CIRCLES

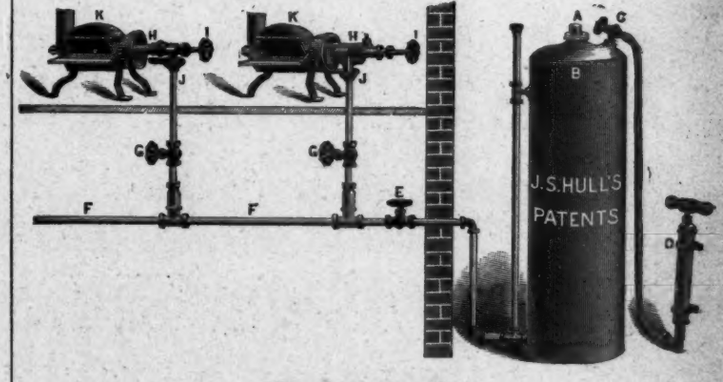
BOUGHT BY AMMIDON & CO.

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



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HULL'S

PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

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Principal Sales Offices:

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